

THE NATIONAL Provisioner

THE MAGAZINE OF THE

Volume 98 Meat Packing and Allied Industries

Number 6

FEBRUARY 5, 1938



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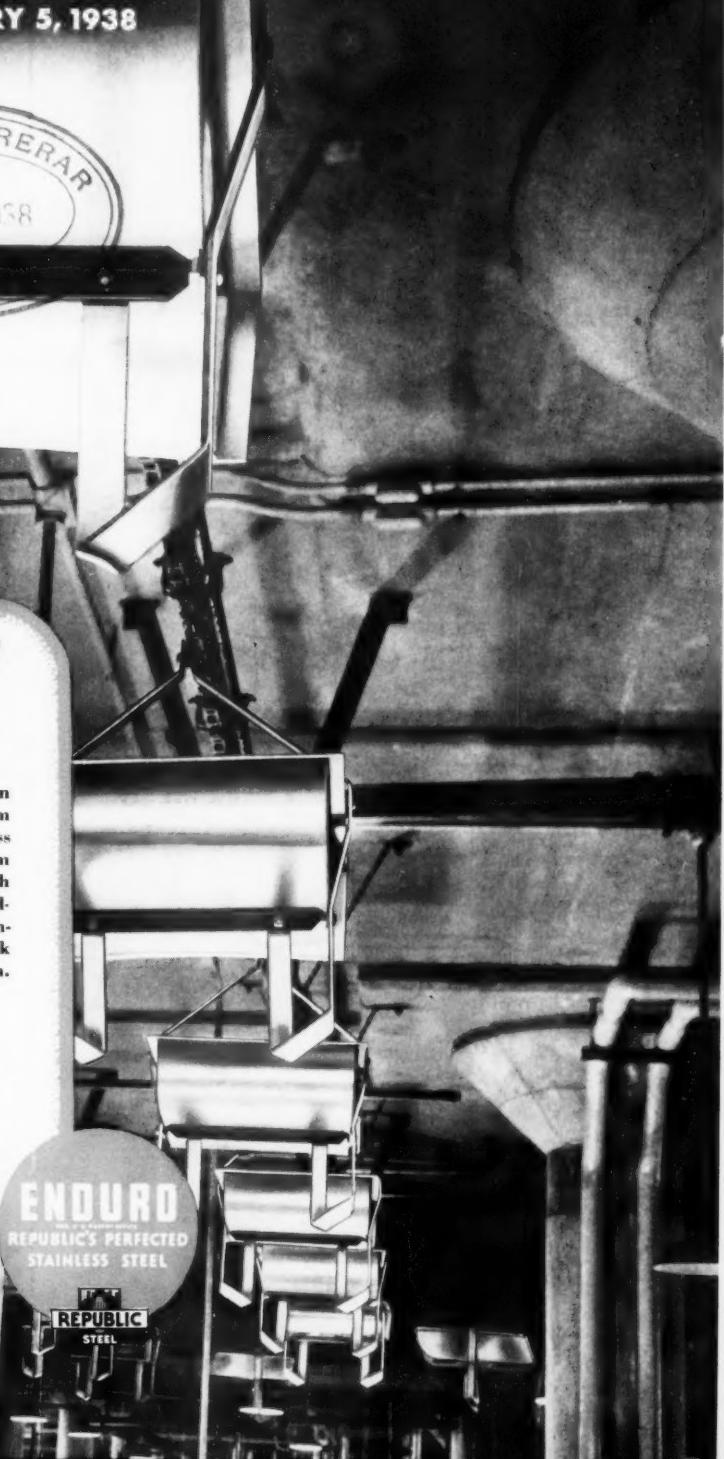
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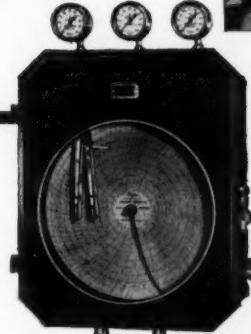
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THE NATIONAL PROVISIONER

THE MAGAZINE OF THE MEAT PACKING AND ALLIED INDUSTRIES

Volume 98

FEBRUARY 5, 1938

Number 6



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Daily Market Service (Mail and Wire)

"THE NATIONAL PROVISIONER DAILY MARKET SERVICE" reports daily market transactions and prices on provisions, lard, tallow and greases, sausage materials, hides, cottonseed oil, Chicago hog markets, etc.

For information on rates and service address The National Provisioner Daily Market Service, 407 S. Dearborn St., Chicago.

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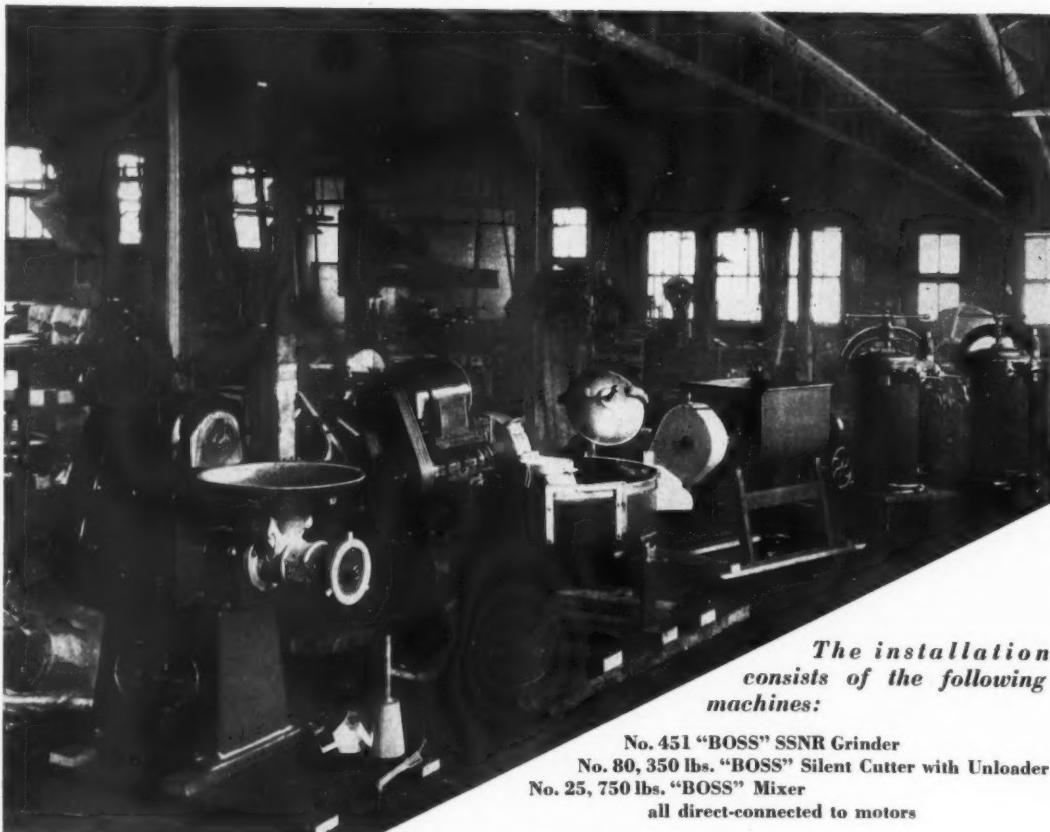
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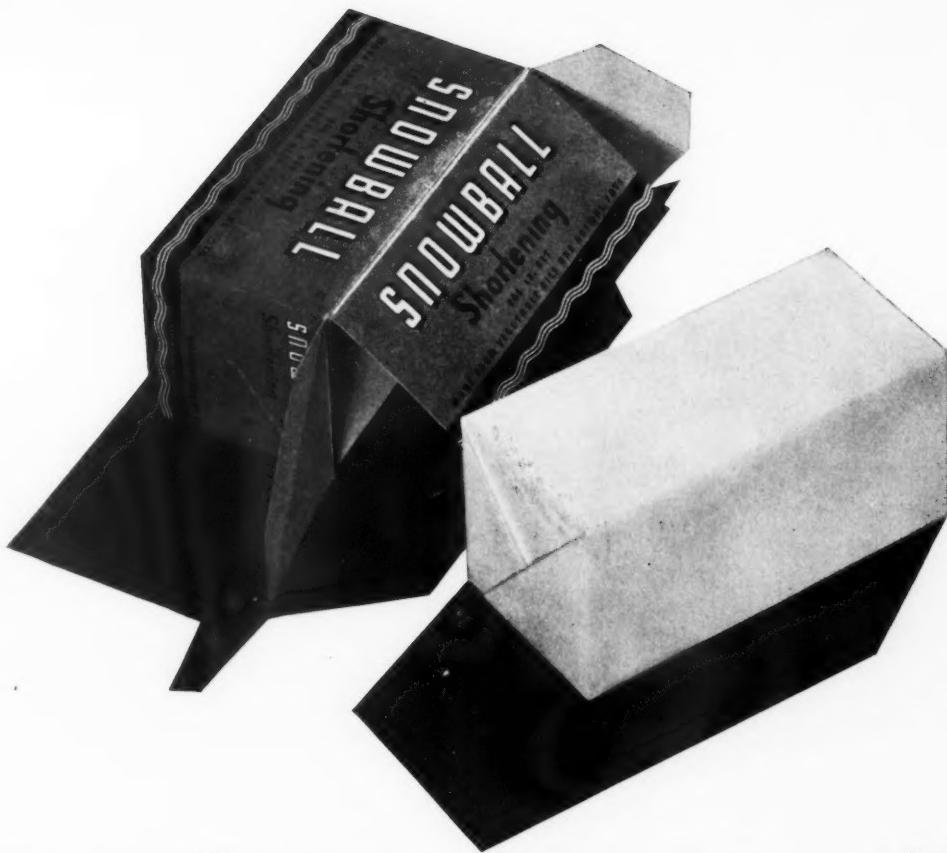


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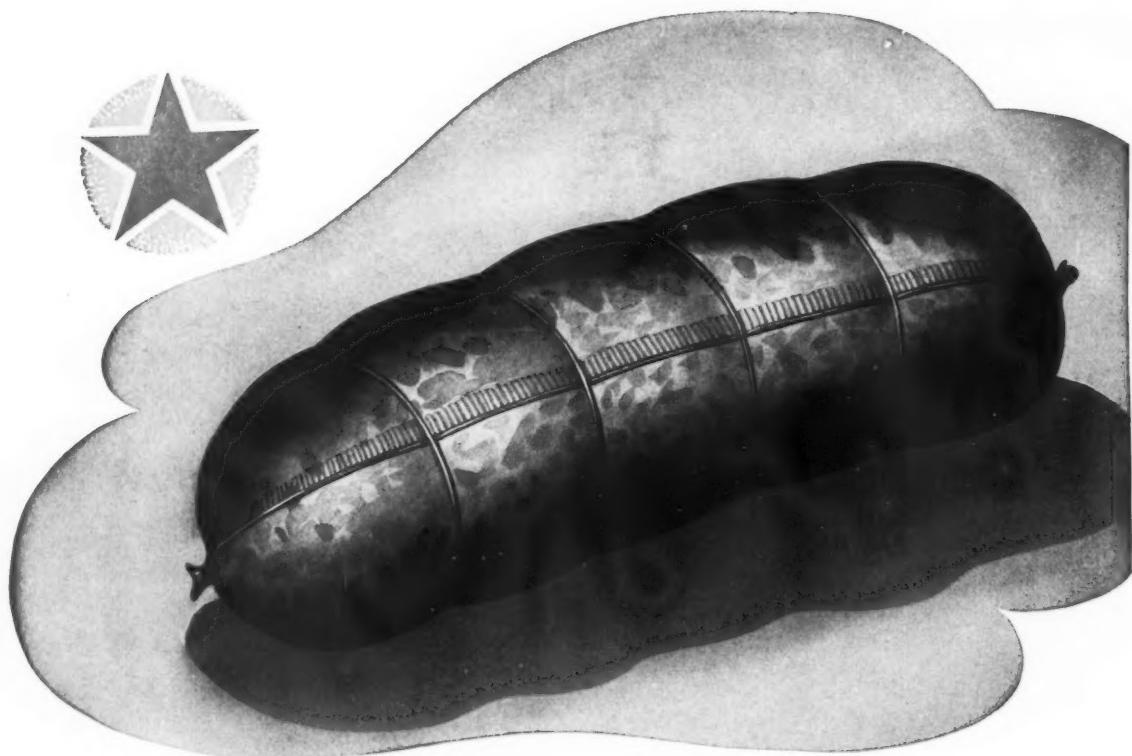
insoluble as well makes it the perfect wrapper for many other kinds of moist foods. If you would like samples, just tell us what your product is and whether you are interested in plain or printed wrappers, and give the approximate quantity and size of sheet you would need.

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THE NATIONAL PROVISIONER

FEBRUARY 5, 1938

*The Magazine of the Meat
Packing and Allied Industries*

BUSINESS Backs CAMPAIGN To Aid AGRICULTURE

NDUSTRY and business have mobilized to stand back of the livestock and meat industry in promoting the use of meat.

Realization of the fact that more than two-thirds of all the farm lands of the United States are devoted to the production of livestock feeds—and that livestock and dairy income is 43 per cent of the total agricultural income of the country—was brought to leaders of industry, business and banking at the initial meeting at the Palmer House in Chicago on February 1.

Admitting the importance of agriculture as the country's basic industry—on the prosperity of which all business depends—these leaders were unanimous in their opinion that the meat campaign of the Institute of American Meat Packers now under way was a vital activity in the present situation.

20 Billion Dollars Speaks

Top executives of industries representing a total of 20 billion dollars who were present voiced this view. Livestock leaders from all over the United States were there, and heard the pledge of these leaders to stand back of the livestock and meat industry to promote use of meat and thus aid the livestock producer, who accounts for such a large part of the income of all agriculture.

Interdependence of agriculture and industry was recognized and the realization expressed that industry cannot hope to be pros-

perous if agriculture does not prosper. Opening the meeting, president Wm. Whitfield Woods, of the Institute of American Meat Packers, said it had been called by the Institute to obtain the co-operation of all interested groups in a nation-wide effort to obtain increased interest in meat for the benefit of the stockman, as there have been serious declines recently in the value of the livestock owned by ranchmen, farmers and feeders. These declines were high-lighted in figures at the meeting.

Good Meat Priced Attractively

Meat is now available at attractive prices and quality is better, Mr. Woods said. To broadcast these facts to the consuming public cooperation is sought of the railroads, which not only transport the livestock to market but the meat to the consumer, and who use large quantities of meat in their dining cars and restaurants; of the livestock commission men, stockyards companies, retailers; hotels, restaurants and all others who have either a direct or indirect interest in the welfare of the livestock industry.

Through all these agencies it is hoped that the attention of every consumer of meat will be called—not once but repeatedly—to the fact that supplies of cattle, sheep, calves, lambs and swine are such that there is an abundance of meat of good quality available at attractive prices. The result of these efforts of course cannot be foretold,

MEAT For HEALTH

"When I was a boy in England there was a man whose health was very poor, who was very thin and who, his friends feared, could not live many months," says John Willy, editor of Hotel Monthly and famous food authority, in speaking of the good qualities of beef.

"He consulted his doctor, who told him to eat nothing but beef for three months—beef for breakfast, dinner and supper and nothing else.

"He soon began to look better, to gain weight and strength. He outlived the wife who worried about him, the doctor who prescribed for him and the three insurance examiners who refused him insurance.

"At 90 he is now hale and hearty, plays golf and enjoys life. It pays to eat beef."



TEXAS BOOSTS THE MEAT CAMPAIGN

Meeting at Houston, Tex., under direction of general manager G. L. Childress, Houston Packing Co., was attended by leaders of all interests participating in the campaign.

Some of the speakers: ABOVE (left to right)—Dr. D. W. Williams, dean, A. & M. College; Frank McGill, president, Texas & Southwestern Cattlemen's Association; J. W. Sartwelle, president, Houston Fat Stock Show and Port City Packing Co. BELOW.—Upper row: H. B. Cohrs, secretary, Houston Hotel Association; P. L. McClenney, president, A. B. C. Stores. Lower row: W. B. Addison, president, Retail Grocers' Association; Mayor R. H. Fonville of Houston; W. L. Childs, president, Houston Chamber of Commerce. INSET—(right)—Chairman G. L. Childress. (Photo Houston Post.)

he said. It is the hope of the Institute that farmers' returns will be improved, but it is impossible to tell in advance, as this will depend on consumers. "The Institute believes, however, that the step to arouse increased interest in meat is both sound and constructive."

Livestock Difficulties

Thomas E. Wilson, chairman of the board of Wilson & Co., and chairman of the Institute Committee to Confer With Livestock Producers, said there are many cattle on feed and being marketed which are losing their owners from \$30 to \$50 per head. Hogs and lambs are losing their producers like percentages. The first object of this campaign is to get across to the consumer, through as many agencies as possible, the fact that meat now being produced is superior to that marketed during the past year or two, and that it can be bought for much less.

In line with the campaign being inaugurated by the Institute Mr. Wilson told of the educational work conducted over a period of years by the National Live Stock and Meat Board, an organization representing all branches of the meat industry, from producer to and including retailer.

"That organization has been working for 16 or 17 years doing a tremendous

amount of work in publicizing meat," he said. "They have done much research, giving them the arguments to present to the public as to the value of meat. The Board spends \$200,000 a year for its work and has taken \$25,000 out of its reserve which it is using entirely in conjunction with the program inaugurated by the Institute for an extensive radio campaign over 14 powerful stations. The story is that meat can be bought at prices within reach of all, and that the supply is of superior quality."

Aim to Get Results

The same type of information will be disseminated by the Institute in its present undertaking, which it is going to make its big job and which is going to be continued "until we see results." Mr. Wilson described the plan for meetings in 600 cities of the United States, lining up of sales forces of all packers to back and promote the campaign; publicity and promotion material furnished all agencies; the fact that retailers have a big opportunity to get behind the program and increase their own volume as well as help the livestock producer, and the manner in which industries, businesses, newspapers and magazines in any way related to agriculture can help.

"This campaign is a great national movement not only in the interest of the

livestock producer, but in the interest of our country," continued Mr. Wilson. "You may not be able to see at once how it will help prices, but if the proper amount of consumption of meat food products can be developed in this country, it will help the producer."

Heads of great industries and leaders of great industrial groups were called upon to give their reaction to the proposed campaign and to signify what, if any, help they were in position to offer. The response was spontaneous and unanimous. Excerpts from the comment of a number of these leaders follow.

Industry Cooperation

William B. Warner, president, National Association of Manufacturers.—Recognizing the dependence of industry on agriculture, the two greatest wealth producing groups in the country must of necessity be largely interdependent. Our association made a study to acquaint industry with the problems of agriculture, rather than to tell agriculture how to do its job. Results have been very fruitful. We have also been doing a selling job not unlike that now undertaken by the meat industry, a job of selling industry to the American people, begun three years ago on voluntary contributions. So satisfactory have been the results that contributions for this purpose are now 20 times what they were three years ago.

I am astounded at my complete ignorance of the meat industry. You have a selling job ahead of you, and you have something real to sell. If the National Association of Manufacturers can be of any aid in any way at any time, you can depend on us 100 per cent.

J. J. Pelley, president, Association of American Railways.—This is a wise movement, because if everyone is as ignorant of the livestock situation as I was, there is much need for this campaign. The thing that surprised me is that prices have dropped so rapidly. This publicity campaign is very wise, as the opinion appears to be very general that meat is not within the reach of the average citizen. The railroads will do everything they possibly can to aid in this campaign.

Ralph Budd, president, Chicago, Burlington & Quincy R. R.—The fact that prices are down again and that meat is so excellent are points people don't know about. Railroads are unanimous in their desire to help the livestock industry in any way they can.

C. D. Wiman, president, Deere & Company.—Manufacturers of farm machinery have only one customer—the American farmer. Anything that contributes to his welfare is our interest. Farm equipment manufacturers in the United States will cooperate in every possible way to increase meat consumption.

Agriculture and Livestock

Edward A. O'Neal, president, American Farm Bureau Federation.—When sufficient distribution for a stabilized agricultural production can be provided,

agriculture will be put on a fine foundation. We are gratified that industry is so genuinely interested in the distribution end of agriculture.

Albert K. Mitchell, former president, American National Livestock Association.—This meeting will do the livestock industry more good than any meeting I have ever attended. It comes at a time critical to the livestock industry. The present situation in the industry grew out of conditions during recent years, and cattle and sheep men have come to the conclusion that livestock production is a habit and not a business. This meeting here today may make a change in this. I wish I could take back to every rancher and every livestock producer a picture of it. For the first time that I know of this problem is being approached by every interest that in any way affects the livestock industry. That is the way to accomplish results. On behalf of the producers of this country I want to express our appreciation for what the Institute of American Meat Packers is doing in starting this great work.

Daily and Farm Press

Col. R. R. McCormick, publisher, Chicago Tribune.—When prices are low there are only two ways of raising them—decreasing the supply or increasing the demand. There can be no difference of opinion as to the desirability of increasing demand, as this is beneficial to everybody. Facilities of newspaper publishers are at the disposal of the campaign and the good will of the newspapers is assured.

Paul Scott Mowrer, editor-in-chief, Chicago Daily News.—I want to reiterate in the name of The Daily News the expression of good will given by Col. McCormick. We are under no illusions, we do not think we can tell you anything about your business, and we all have our difficulties at the present time, but we can tell the people about your problems. We can carry to the people

(Continued on page 35.)

CAMPAIGN *News* FLASHES

NEWS of success of the nationwide "eat more meat" campaign continues to pour in. Here are some of the reports to THE NATIONAL PROVISIONER from regional, district and local chairmen:

DENVER, COLO.—Had very successful mass meeting with 1,500 in attendance, including city officials, livestock people, commission men, hotel men, packers and retailers. All enthusiastic about program and have promised to cooperate. Voted the most successful meat meeting ever held.—T. J. Tynan, Armour and Company, City Chairman.

SAN FRANCISCO.—Tonight's meeting largest and most enthusiastic meeting of meat industry ever held here. Representatives of producers, packers, wholesalers, retailers, chain stores and organized labor pledged 100 per cent cooperation to our campaign. One thousand present. We are off to a good start here.—F. M. Kleppe, H. Moffat and Co., City Chairman.

ST. PAUL.—Had most successful and enthusiastic meeting despite twelve below zero weather. Members of retail trade expressed their appreciation and pledged their support to this campaign.—C. E. Sheehy, Armour and Company, State Chairman.

MERCEDES, TEX.—We have held two mass meetings in the Valley, one at Harlingen and the other at McAllen, both very successful.—G. M. Phelps, Cudahy Packing Co., City Chairman.

LANCASTER, PA.—Enthusiastic meeting addressed by farm and livestock leaders, packer and retailer executives. All gave 100 per cent support.—G. W. Birrell, District Chairman.

FORT WORTH, TEX.—Over 300 attended meeting addressed by Mayor Hammond, bankers, livestock leaders, packers and retailers. Message read from Governor Allred. Everybody, even

outsiders, asking for campaign literature. Fine newspaper support.—A. A. Lund, Armour and Company, City Chairman.

ATLANTA, GA.—Big mass meeting last night with full cooperation promised from all interests. E. S. Papy, White Provision Co., City Chairman.

BEAUMONT, TEX.—Mass meeting planned for February 9 with outstanding speakers. Everybody helping, from the mayor down.—L. H. Lundberg, Wilson & Co., City Chairman.

SPRINGFIELD, MO.—Packer salesmen and wholesalers met last week, followed by big mass meeting February 3 attended by retailers and livestock leaders. Campaign going over big.—Thos. H. Glynn, Welsh Packing Co., City Chairman.

POCATELLO, IDA.—Had meeting of packers and salesmen, followed by mass meeting of wholesalers, retailers and livestock men. Great enthusiasm on part of all to help in campaign.—A. L. Doke, Swift & Co., City Chairman.

GULFPORT, MISS.—Rip-snorting meeting of meat trade last Monday night. Distributing campaign literature everywhere. Retailers enthusiastic. I have never seen such interest taken in anything as this campaign.—C. E. McCabe, Armour and Company, City Chairman.

HELENA, ARK.—Mass meeting last week with Chamber of Commerce. Great local interest in the campaign.—R. V. Lynch, Armour and Company, City Chairman.

PUEBLO, COLO.—Mass meeting at Colorado Springs, February 3, followed by meeting here. Other meetings planned.—A. D. Curtis, Nuckolls Packing Co., Regional Chairman.

OTTUMWA, IA.—Meeting of all packer salesmen in this territory Febru-

(Continued on page 38.)



NEW YORK OPENS THE MEAT CAMPAIGN

At the opening meeting in New York City thousands packed auditorium and galleries. Speakers at this meeting included (left to right): Miss Demetria Taylor, associate editor, McCall's Magazine; Mrs. Frances Foley Gannon, director, Consumers Service Division, New York Department of Markets; Glen B. Prentiss, John Morrell & Company; Jack Hanna, president, New York State Assn. of Retail Meat Dealers; William Fellowes Morgan, jr., New York City Commissioner of Markets; Christian P. Norgord, Assistant Commissioner of Agriculture, New York State; Dr. F. W. Schoeneweg, New York City Department of Health.

MEAT CANNING *Goes AHEAD*

★ Market Development Depends on Quality Product Aggressively Merchandised

By PAUL I. ALDRICH*

Editor, THE NATIONAL PROVISIONER

MEAT canning has made gratifying progress in recent years. The meat industry can visualize a time when every household which maintains a canned food shelf will have canned meats as one of the most important items on that shelf. It is just a matter of consumer education, coupled with experiment and research on the part of the meat canner.

Canned meats are wholesome, economical foods offered to consumers in the cleanest, safest and most convenient form. On the pantry shelf they provide a reserve against unexpected food needs. Packers and meat canners know this, of course, and housewives in greater numbers are coming to appreciate these facts, for meat canning is definitely on the upgrade.

More Meat Canning

This is reflected in the increase in the number of packing-house canning departments, as well as in official canned meat production figures. Total production of canned meats and soups with a meat base during 1937 was 530,949,000 lbs. Of this production, soups accounted for 232,852,000 lbs. and canned meats 298,097,000 lbs.

The growing importance of canned meats in the American diet undoubtedly is due in some measure to changing economic conditions. The modern housewife spends less and less time in her kitchen, and is learning rapidly to depend on the laundry, bakery, canner and others to provide services required in every home.

If she desires she can devote a good part of each day to outside activities—business or pleasure—and can then come home, reach on her pantry shelf, take down a series of cans and prepare in a short time a tasty, nutritious and satisfying a meal for herself and her family as she could by spending hours in her kitchen. This means, therefore, almost daily replenishment of the canned meat stock on the pantry shelf.

Why Canned Meats Are Popular

I prefer to think, however, that the growing popularity of canned meats is not due so much to the convenience factor as to

1.—Improved general quality of canned meat products.

*Paper read before the Meat Canning Section, National Canners' Association, Chicago, Ill., January 27, 1938.

2.—Improvements in containers and labels.

3.—Better advertising and merchandising.

For a canned meat product to be successful it must be backed up with plenty of experience and practical application, both in processing and merchandising. Kind of can, kind of label on the can, kind of advertising on that label, methods of display in the retail store, methods used to educate and interest the housewife in canned meat products—all these and others are vital factors in securing wide consumer acceptance.

But the key to the situation will be found in the product itself. If the consumer buys a canned meat item and likes it, her repeat orders are assured. If the product in the can does not suit her, then the canned meat industry has been hurt and not helped.

Two classical examples of successful canned meat promotion emphasize this point. These stories have been told before, but they will bear repeating.

Canned Soup Success

Canned soups have been on the market for many years and have won a wide degree of housewife acceptance. As in the case with most food products, competition for markets is keen and profit margins are small. When a meat packer, therefore, announced the addition of canned soups to his line of canned products there was considerable speculation in the food industry as to what kind of

product he would produce and the steps he would take to build markets for it.

The meat packer's new soups were placed in the can in a form which required no dilution before serving, and necessarily had to be offered to the consumer at a price somewhat in excess of what she had been accustomed to paying for a can of soup.

Some food manufacturers predicted disaster. The consumer would not pay the difference, they said. The meat packer answered with a widespread advertising campaign in women's magazines. Today these soups have national distribution and have gained wide consumer acceptance, so much so that other soup manufacturers have considered it expedient also to produce soups ready to serve.

Corned Beef Hash

Corned beef hash has been a staple with some meat canners for many years. While it always has sold in considerable quantities, like many other canned meat products, it never was important from a volume standpoint. Today corned beef hash is in the major volume bracket among canned meat products.

Much credit for making large numbers of women canned-corned-beef-hash conscious must go to a packer who made the best corned beef hash he knew how to make, and then set out to tell consumers about it.

How well he succeeded the canned meat industry knows. Not only did he



MODERN LABELS HAVE ATTENTION AND SALES VALUE

Label restyling has been effective in increasing canned meat sales in many instances. For a label to reflect eye and appetite appeal, color and design values, not always understood by packers, must be properly used. New labels and packages of Geo. A. Hormel & Co. are fine examples of attractive results obtained by the expert designer.



CANNED MEAT STAPLE THAT GROWS IN POPULARITY

Pickled pigs' feet in glass are a meat delicacy that finds ready consumer acceptance. Care in packing to secure best possible appearance and a label adequately reflecting quality of product build consumer demand.

greatly expand his volume but he brought to many other meat canners the realization of the opportunities in a good product well advertised and merchandised. Today more corned beef hash is being sold than ever before.

Aggressive Merchandising

These instances of success in building consumer demand are particularly noteworthy, in that they were accomplished with relatively high-priced product and during a period when average consumer purchasing power was low.

A few meat canners have been aggressive merchandisers, but too many have left to retailers the major task of selling their products. Without consumer demand, the meat canner has been at the mercy of most of the ill winds that blow in the food industry.

Point-of-sale advertising and merchandising are important aids in moving product. Meat canners might be better off if they were to do more of this, but they might also give more attention to the consumer. With consumer demand built up, the meat canner becomes more independent of the retailer, can ask and get better prices for his products and is less susceptible to the effects of price cutting and the competition of other foods.

Products in New Form

Closely tied up with the subject of better products and better merchandising to build greater volume for old products are new products and old products in more convenient, more attractive or more novel form. These, of course, come on the market frequently, but too few of them achieve the success they might achieve were better selling methods put behind them.

Cocktail sausages and cocktail frankfurters are two exceptions. Conceived by

an Eastern meat packer and extensively advertised by him, they achieved almost instant success. Many meat canners are now producing them with varying results, depending largely on the merchandising effort given to them. In any event, these two products illustrate how advantage can be taken of certain situations to build canned meat volume.

Cocktail sausages and frankfurters in glass containers is a packaging innovation recently tried out by one packer. The package was an instant success, and has been given credit for materially increasing the sale of these products. The answer to this, of course, is that by being visible the product became acceptable to a class of housewives who probably were not previously canned meat buyers.

Meeting an Economic Need

There is an economic need for canned meats—a fact more meat canners, as well as housewives, need to know.

The tin can offers the possibility for something more than a reserve meat supply. It gives the housewife the opportunity not only to stock her pantry against unforeseen food needs, but also a convenience and ease in meal preparation which she can be taught to appreciate in greater measure. She will take advantage of it when she knows more about canned meats, and when the packer can effectively use the appetite appeal that is making delicatessen stores so popular in big cities.

Whether we like to admit it or not, it is a fact that there still exists a preju-

FRANKFURTS IN GLASS

Cocktail franks and sausage in glass containers is a packaging innovation of the Wm. Schluderberg-T. J. Kürle Co. which has increased sales. Transparent cellulose wrap is used over the container.

dice against canned meats among many housewives. The opportunities for increasing volume by consumer education are worth considering. This is a phase which merits the attention of every meat canner.

Maintaining Quality

The matter of securing uniform high quality is a problem for many meat canners. It is realized that consumers' taste preferences differ, and that a meat canner cannot hope to make a product that will be satisfactory to every one. Variations in flavor, aroma, appearance, etc., within a product, however, are noted by its regular users and—regardless of the degree of variation that may occur—are detrimental to regular sales.

Because of variations in quality and characteristics of raw materials, obtaining closely standardized finished products presents problems which require scientific consideration for their solution. The problem of control involves not only meat, but also vegetables, cereals, and seasonings. Fortunately, prepared seasonings with standardized flavoring strengths and unvarying composition are now available for use.

Suiting the Housewife

What the meat canner must always be concerned with is why a product does not suit a housewife. The purchaser cannot always supply the answer, but if the canner will check back over his methods he may find out.

Do meats cured before they go into the can require as heavy a cure as the same products not canned?

Should seasoning be as heavy in a canned product that may be held in the can for months as in a product that will be sold soon after making?

Will flavor of a meat and vegetable combination be harmed by highly flavored vegetables, or should such vegetables be added after the can is opened?

Consumer Wants "Eatability"

These are a few of the questions meat



canners might study if they wish to make canned meats more attractive and increase their distribution. The canner may think in terms of his processing problems, but the housewife thinks in terms of "eatability" of the products she buys.

Increase in canned meat volume will go principally to those who cater to the housewife's requirements, who properly analyze their markets and sales possibilities, and who plan their merchandising on the basis of the facts revealed by this analysis.

The volume market has been pretty well converted to the occasional use of canned meats. The task from now on is to develop the more frequent use of canned meats in this market and, particularly, to convert customers who have not yet been sold on the palatability and convenience of canned meats.

The Discriminating Customer

We must keep in mind that while sales possibilities in the volume field have by no means been exhausted, we must spend more time to convert the discriminating customer. This is going to require a high order of selling, and it will involve problems not always important in the volume field.

In this connection one important fact might be mentioned. With consumer purchasing power much higher than it was two years ago the class of discriminating purchasers is larger, because the number who can afford to be more discriminating has increased. Quality products, therefore, are going to become an increasingly important factor in individual efforts to expand canned meat consumption.

Meat canners have an opportunity which exists in few divisions of the food

industry. Per capita consumption of canned meats is far below what even the most conservative observers admit may be expected. The problem of the immediate future is not so much one of competition, it would seem, but rather of education and development, and the building of consumer goodwill against the time when production will more closely approximate the potential market.

Container Improvement

Any improvement that can be made in container eye and sales appeal, as well as in product quality, will be a constructive influence in increasing canned meat consumption. Label restyling, point-of-sale advertising, education of retailers in better merchandising methods, demonstrations to convince skeptical housewives, newspaper and magazine advertising—even the radio—are merchandising aids which can be employed to advantage.

As the convenience of canned meats is an appeal to the housewife, it might be worth while to provide means for her to use canned meats with the greatest ease.

Goodwill is not built when a solid-pack product, desired for slicing, must be broken to remove it from the can. Nor are all kitchens equipped with modern appliances for opening cans conveniently and neatly. Perhaps a greater use of key-opening cans, on which the key remains until the product is in the purchaser's kitchen, would be appreciated by canned meat users.

Uses for Canned Meats

Another need is more dissemination of information on possible uses of different canned meat products. If space

is not available on the label, top of container can often be used for this purpose.

With many consumers canned meats are an impulse item. A woman often enters a store with no thought of buying canned meats. She sees an appealing display of these products and is reminded that a few cans on the pantry shelf would be good insurance against unexpected food needs, or that canned meats provide a quick, convenient noon-day lunch, or midnight snack—and she walks out of the store with a supply in her shopping bag.

If the products are high grade she may continue to purchase such brands. Or she may be of a type which needs to be reminded continually that canned meats offer her real convenience in meal preparation. This is where the value of continued store displays comes in.

Success With Store Displays

One packer in a recent test with canned meat store displays increased sales several hundred per cent over a 3-week period. No price concessions or selling baits were used—merely counter and aisle displays with cards calling attention to the convenience and high quality of the products.

When the displays were discontinued, sales dropped to slightly above normal. They jumped back to a high level when the displays were again used.

Today this packer is furnishing regularly retail store display material to all purchasers of his canned meats, and he instructs his salesmen to see that this advertising and educational material is used. He thinks the market for canned meats has hardly been scratched, and that more aggressive merchandising would double or triple sales for most meat canners.

Dealer Education

This packer also believes that few retailers know as much as they should about canned meats and how to sell them. Every retail food dealer wants something besides the products he orders—help in selling those that are not ordinarily fast movers.

It is up to the meat canner to show the dealer how to sell canned meats, this packer thinks. It is also his opinion that a meat canner's worth to a retailer is very likely to be measured by what the canner does to help the retailer increase sales and profits.

One of the questions frequently asked THE NATIONAL PROVISIONER is: "What is the outlook for meat canning?"

Outlook for Meat Canning

It does not appear now that the supply situation will change materially during the first half of 1938. Predictions are that about 4,000,000 more hogs will be marketed this year than last, and the average weight will be heavier. The supply of good cattle is expected to be larger, due to the plentiful supply of feedstuffs, but cattle numbers as a whole



QUALITY PRODUCT ATTRACTIVELY PACKAGED

Nearly four times as much pork is sold in cans today as was the case a few years ago. One reason is that canned pork such as this Cudahy Bros. product compares favorably with the same product prepared in the consumer's kitchen.



are expected to be slightly smaller. The cannery's meat supply, therefore, probably will be in greater abundance and less expensive than during 1937.

Containers may or may not cost more, depending on foreign exchange. Labor costs probably will not increase much, if any, although overhead costs may be higher.

So far as the cost of finished products is concerned, therefore, it appears this will be governed principally by the cost of meat. If this is so, then the relative spread between fresh and cured meats and canned meats should not change materially.

Consumption Increase

We may not, therefore, expect any considerable relative change in consumption of canned meats so far as the situation is influenced by price. Demand should increase over that which existed during the last three months of 1937, if there is any material gain in the average purchasing power of consumers. Activity during the latter half of the year will depend, of course, on conditions as they are at that time.

Better Merchandising

Nearly four times as much pork goes into cans today as was the case a few years ago. The reason is that pork meats in cans measure up very favorably with the same products prepared in the consumer's kitchen.

Canned meats can be an important medium for leveling off the demand for all meat cuts. If canned roast beef, for example, were made from the fore-quarters of good cattle it would be more tasty when it came out of the can than the same product from the best cuts of cattle with poor finish and low quality.

A large potential market for canned meats exists, but if it is not met with the right kind of product, wisely merchandised, then possibilities for consumption increase will not be realized.

HOW TO GET A GOOD MAN

Watch the "Classified" page for good, experienced men.

CANNED MEAT PRODUCTS IN VARIETY

One of the three displays of Wilson & Co. during the cannery's convention. Products shown packed in tin and glass include hearts, tongues, pigs' feet, tamales, corned beef hash, frankfurters, corned beef, chile con carne, sandwich spreads, cocktail frankfurts and sausages, luncheon meats, and other meat products.

Meat Canning Topics

SUBJECTS of interest to meat canners—both from production and merchandising angles—were discussed by well-known authorities at the Meat Section meeting of the National Cannery's Association last week.



TAMALES IN PARCHMENT

Crinkled parchment paper has largely replaced corn husks as a wrap for canned tamales. It possesses great strength, is clean and sanitary and adds to eye and sales appeal of the product. (Photo Paterson Parchment Paper Co.)

The meat canners convened on Thursday morning, Dr. J. J. Vollertsen, Armour and Company, chairman of the section, presiding. A large number of packers, meat canners, technical men and packinghouse department heads were present.

Four addresses were made. The first of these—"Meat Canning Goes Ahead"—by Paul I. Aldrich, editor of THE NATIONAL PROVISIONER, appears in this issue. Others will be covered in later issues.

One problem confronting meat canners, Mr. Aldrich said, is to develop more frequent use of canned meats in the volume market, and particularly to convert into regular customers those not yet sold on palatability and convenience of canned meats. Also the more discriminating consumer class should be cultivated, because of the greater purchasing power that exists in this market. Selling the more discriminating class, however, requires a high order of merchandising and involves solving problems not always important in the volume field, the speaker said.

It is up to the canner to show the dealer how to sell canned meats, Mr. Aldrich said. He also predicted that the cannery's meat supply probably will be in greater abundance and less expensive during the first half of 1938 than during the same period last year.

Cooling Methods Important

Methods of cooling processed cans of meat were discussed by G. V. Hallman, of the research department of the Continental Can Co. The means employed for cooling cans after processing are highly important, he said, as they may affect quality of product, percentage of spoilage occurring, external appearance of containers and efficiency with which cans are handled and stored. The speaker described different methods of cooling cans of meat after processing and pointed out the advantages and disadvantages of each.

"A survey of the Relation Between Can Size and Cut-out Weight of Certain Canned Sausage Products," a paper prepared by M. O. Winkler and L. G. Weiner, research department, American Can Co., was read by Mr. Weiner. This

paper discussed label standardization in connection with a new regulation, effective January 1, 1938, under which drained weight of canned sausage in brine may be declared as label weight for any given style of sausage packed in any size of container. Data was presented from a national survey, conducted last year, dealing with canned sausage products and their average drained weights, to show that under present commercial conditions no apparent correlation exists between drained weight and can size for canned sausage in brine.

Spice Sterilization

"Present Status of the Sterilization of Spices," a paper prepared by John Yesair and E. J. Cameron, of the research laboratories of the National Canners Association, was read by Mr.

Cameron. This dealt with progress of the work being done in the Association's laboratory to determine extent and degree of contamination in many kinds of spices and herbs. In general, the report said, the results were remarkable in pointing to great variation in bacterial content of different samples of similar spices. Of the spices tested, black pepper was the most heavily contaminated, according to the findings. The paper concluded with a report of different methods of sterilizing spices and herbs.

The meeting closed with a report of the Sub-Committee on Bacteriology, by L. B. Jensen, Swift & Company, Chicago, and election of officers. The new chairman is J. R. Van Derveer, of Libby, McNeill and Libby. Dr. W. Lee Lewis, director, Department of Scientific Research, Institute of American Meat Packers, was re-elected secretary.

CANNING EQUIPMENT and Supplies

THE exhibit staged by the Canning Machinery & Supply Association during the 31st annual convention of the National Canners Association was one of the largest in the history of the organization, 177 members displaying equipment and supplies or maintaining headquarters in the various hotels—50 more firms than participated last year. A large quantity of equipment was sold during the week, exhibitors being unanimous in their opinion that total dollar volume of machinery sales considerably overshadowed those made at the 1936 convention.

Exhibits occupied Machinery Hall in the basement of the Stevens hotel, the Grand Ball Room and many of the rooms and hallways adjoining. They included labels; tin and glass containers; closures; supplies—including salt, seasonings and certified colors; canning and processing machinery; labeling machinery; handling equipment—such as lift trucks, conveyors, tiering machines and electric tractors; valves and fittings; transmission machinery—including speed changing devices, bearings and speed reducers; temperature indicating, recording and control equipment; non-corroding metals, both aluminum and stainless steel, and tools, equipment and utensils fabricated from them; floor bricks and drains; shipping containers and cleaning compounds.

Among the firms exhibiting materials, equipment and supplies of particular interest to canners of meats were the following:

AMERICAN CAN CO.—Following its usual custom this firm had an elaborate pyramid display of lithographed tin containers in a great variety of shapes and sizes. Included in this display were many containers used by meat packers for spiced luncheon meats, soups, corned beef hash, chili con carne, sausage, etc. The company again held its annual theater party for customers and friends. This was patterned along the same lines that has made this event

so popular the past few years. A long list of sales and executives of the company were present, including H. A. Baker, president, G. H. Kellogg and A. H. Nugent.

ALUMINUM COOKING UTENSIL CO.—Displayed prominently by this company was a spot-welded, pedestal type, steam-jacketed Wearever aluminum kettle on a revolving platform. Its sturdy and sanitary construction created much interest. Aluminum spice pans, spreading trays, meat loaf pans, pails, tools and utensils also were on display. Company representatives in attendance were T. H. Gibson, George Peters, B. E. Hiles and M. G. Armentrout.

ANCHOR CAP & CLOSURE CO.—This company's facilities and ability to produce attractive, eye-catching closures for glass containers was well demonstrated in its display. Literally hundreds of closures were shown. H. J. Carr, H. Q. Mills, J. H. Gilluley, S. B. DeMerell, A. G. Costello, J. R. Dilworth, J. O. Deegan, W. F. Wilson, D. King and J. Glenn were on hand to greet customers and friends.

BRISTOL CO.—Temperature indicating, recording and control instruments so necessary for the production of canned foods of all kinds were shown in an attractive and interesting display. Included among those in attendance at this exhibit were H. E. Beane, F. A. Faust and R. M. Walker.

CONTAINER CORPORATION OF AMERICA.—This company, large producers of fiber shipping boxes and greaseproof cartons, showed an interesting line of these products in types and designs particularly suited for shipping canned foods in tin and glass containers.

CONTINENTAL CAN CO.—A lounge space equipped with all facilities for the comfort of tired convention visitors was maintained by this leading company. Company greeters included chairman C. C. Conway, president O. C.

(Continued on page 51.)

CANNED MEAT INFORMATION

Many meat packing and meat canning companies maintained headquarters suites for those attending the National Canners' Association and affiliated conventions. These served as organization centers for representatives of the various firms. Guests in the trade were welcomed hospitably at these headquarters and in many of the suites had an opportunity to examine complete displays of canned meat products manufactured by the firms. Here, also, they found keen interest and helpful advice on the problems of meat canning and merchandising.

Meat packing firms with convention headquarters were:

ARMOUR AND COMPANY.—A varied line of canned meats and allied products was on display at Armour headquarters. A hospitable staff greeted guests and explained merits of the company's products. Convention visitors were aided by L. L. Bronson, head of the canned meats department, E. E. Hughes, G. W. Munro, W. H. Wittleder, G. T. Davis, O. J. Poorman, N. H. Mark, W. J. Milton, E. L. Dutton and J. T. Moser.

DERBY FOODS, INC.—Interested guests were told about the Derby Foods line of canned meat products by C. W. Beiffuss, president; L. E. Dean, sales manager, Hugh D. Pierce and H. R. Clarke.

FOELL PACKING CO.—The headquarters of this firm was a busy spot as conventioneers came in to look over Foell canned meats and to renew acquaintance with W. J. Foell, president; M. S. Jerolaman, vice president; D. B. Jerolaman, secretary; Jesse L. Dann, jr., and L. E. Goulet.

FRANK AND COMPANY.—The Frank line of canned meats is widely known for its quality and the uniqueness of many of its products such as Frankettes, Sausagettes, Baconettes and Braunschweiger, a group of cocktail items. Walter Frank, president, and M. W. Stults, sales manager, aided convention visitors.

GEO. A. HORMEL & CO.—The famous Hormel "Flavor Sealed" line of canned meats, soups and allied products was represented at the convention by L. W. Murphy and T. H. Hocker.

HUNTER PACKING CO.—Hunter headquarters was at the Palmer House and was in charge of Frank A. Hunter, jr.

ILLINOIS MEAT CO.—The well known "Broadcast" corned beef hash and other canned meat products were exhibited at this headquarters. Visitors were made welcome by C. E. Martin, sales manager; C. W. Swallow, assistant sales manager; O. F. Stewart, J. E. Caron and E. F. Meier.

KINGAN & CO.—An elaborate display of the company's full line of canned meats was featured at Reliable headquarters. D. J. McVey, head of the canning division, was in attendance with other members of the Kingan selling

(Continued on page 22.)

REPUBLIC STEEL CORPORATION

1.—Equipment of
Enduro stainless steel
shown by Republic
Steel Co.

2.—Transmission
equipment and
conveyor chains featured
by Link Belt Co.

3.—Taylor Instrument
Co. displayed thermometers
and temperature
control instruments.

4.—Glass containers
and glass blocks featured
this attractive Owens-
Illinois display.

THE NEW LINK-BELT UNIVERSAL CARRIER CHAIN

7.—Lithographed cans
for a great variety of
foods made up display of
American Can Co.

5.—Chef Komarick serves F. W.
Griffith with creamed meat made
with Griffith's cream sauce.

6.—Wm. J. Stange Co. showed
products prepared with company's
seasonings and certified colors.

CUSTOM MADE SEASONINGS
TO FIT YOUR PRODUCT
AND YOUR MARKET

OUR LABORATORIES & TECHNICAL STAFF
ARE AT YOUR DISPOSAL.

TENFOLD VANILLA-FLAVORING EXTRACTS - PEACOCK BRAND CERTIFIED COLORS

WM. J. STANGE CO.
FLAVOR

THE PRICELESS APPEAL IN FOOD

SAFEGUARD IT WITH C.O.S. SEASONINGS

SEASONINGS FOR ALL FOOD

PACKED IN TIN OR GLASS

UNIFORM-NO SPECKS-BACTERIA FREE

PURE SPICE FLAVOR AT ITS BEST

AVAILABLE IN BLENDS & INDIVIDUAL SPICES

Protect Registered
Trademark with
C.O.S. SEASONINGS

UNIFORM COLOR ACCURATE RAPID DISSOLVING CONVENIENT

Economy

**Jiffy Color Tablets have many advantages,
but the economy factor overshadows all others!**

Made from the famous Peacock Brand Certified Casing Colors, JIFFY Color Tablets have all the qualities of regular powdered color, plus added features that mean dollars and cents to you! They are easier to use. They give perfectly uniform results. They are adapted to both tank and continuous spray cooking. They dissolve rapidly in water of any temperature.

But their *biggest* advantage by far is their ECONOMY! Jiffy Color Tablets have now been in use for more than six months. More and more firms are adopting these tablets *exclusively* for all

coloring operations. And in every case it has been possible to show *substantial savings* in costs of coloring operations.

Strange Color Tablets are positive in their accuracy. Four tablets equal one ounce of regular color. Losses in weighing, measuring and spilling (losses that can easily double your coloring costs) are completely eliminated. If you can count you can't go wrong!

The Jiffy Method of Coloring is definitely easier, better and more economical. Get samples and complete details today!

WM. J. STANGE COMPANY

2536-2540 WEST MONROE STREET, CHICAGO, ILLINOIS

923 E. 3rd St., Los Angeles • • • 1250 Sansome St., San Francisco

In Canada: J. H. Stafford Co., Ltd., 24 Hayter St., Toronto, Ontario

DRY ESSENCE OF NATURAL SPICES — Individual or Blended • PEACOCK BRAND CERTIFIED CASING COLORS
JIFFY CURING TABLETS • NITRITE TABLETS • JIFFY CASING COLOR TABLETS • MEAT BRANDING INKS — Violet and Brown

PROCESSING for the trade

Canadian Style Bacon

Selection, boning, prescribed treatment and curing directions for making Canadian style bacon were given in THE NATIONAL PROVISIONER of January 22, 1938. Subsequent operations in preparation of this specialty follow.

PICKLE CURE.—Loins for Canadian style bacon are sometimes pickle cured, although this method of handling is not so popular as the dry cure. For pickle cure use a 65 deg. salometer salt solution. To each gallon of pickle needed to cover 100 lbs. of meat (about 4 gals.) add 8 oz. of corn sugar and $\frac{1}{2}$ oz. of sodium nitrate. Cure loins in this pickle, overhauling on third and sixth days. Twelve to 14 days are sufficient to cure product. Loins should be held around 38 degs. F. during cure.

WASHING.—After dry curing, wash the pieces in hot water, drain for 4 hours and wipe off with a cloth. If the loins have been pickle cured, it may be necessary to soak them in cold water for several hours and drain them.

STUFFING.—Stuff loins in bung-size artificial casings or in small beef bungs. Tie one end of the casing and smooth out air pockets between casing and meat. Sometimes loins are allowed to drain while in casing and are again smoothed to remove air before open end is tied. Special stuffers are of considerable aid in getting loin into casing. These shape the loin to go into container smoothly.

Advantages of packaging the product in transparent casings are protection against hands and insects, appearance which catches the eye of the shopper, and permanent identification to prevent substitution.

Small or skimpy loins may be stuffed into smaller casings, or two of these loins may be laid together, tied at each end and in middle, and stuffed by hand into a bung-size casing. Product is then wrapped with stout cord in same manner as large bologna. Run cord around product about every 3 in. and run it down both sides and tie so that cord will not come off when bacon is cut.

SMOKING AND MOLDING.—In smoking, lay bacon flat on a screen or hang it in usual manner. A hanger should be provided at either end of casing in tying. Screen should be covered with cheese cloth or muslin so that there will be no grease or rust stains on finished product. Stockinets are effective in protecting casing during smoking.

Bacon may be molded into a somewhat flattened piece by use of a special wire form. This does away with sausage-like appearance of unformed bacon. Cased

product is put in stockinet, and then in wire form, where it remains during smoking, dipping in hot water and cooling.

Some producers give Canadian bacon a quick, hot smoke. Others smoke for as long as 12 to 15 hours in a cool house. If the bacon is being prepared under curing-smoking method prescribed by the B.A.I. it must be smoked for not less than 12 hours at a temperature of 100 degs. or more, and during 4 consecutive hours of this period temperature in smokehouse must not be below 125 degs. F.

Stuffed product usually has somewhat loose appearance after smoking. This is corrected by dipping it in hot water for 1 minute at 180 degs. F. Dipping should not be done, however, until the bacon has cooled down to room temperature. After dipping, product should be wiped off with a clean cloth so that all grease is removed.

Allow product to dry off at room temperature. After bacon is chilled it is ready to be sliced and packed or to be sold in pieces.

HANDLING PRODUCT IN FREEZER

It is important that product for freezing be handled promptly, protected from freezer burn and held at the proper temperature. An Eastern packer writes:

Editor THE NATIONAL PROVISIONER:

How should bellies be handled for freezing? Can they be held in the freezer for six months? Why do pigs' feet, frozen at 5 to 7 degs. F., sometimes become discolored in storage? How should smoked meats be frozen?

Usual method of handling bellies in freezer is to tie them in bundles of four to six bellies, depending on size, rind to rind and meat to meat, with skin side out on top and bottom of bundle. Then wrap in one of special papers designed for this purpose, tie and put on racks in sharp freezer until frozen. It is then customary to put them in a storage freezer held at about 10 degs. above zero.

There is some danger of rancidity in holding frozen bellies as long as six months. They should be watched closely after they have been in storage from three to four months.

When pigs' feet become discolored in the freezer it may be due to fact that they were not frozen quickly enough or it may be due to method of handling before they go into freezer. Feet must be handled promptly and any final cleaning necessary when they come from cutting floor should be done without delay. Dry feet thoroughly and chill them before they go to freezer. Pack in special paper lined boxes and freeze quickly.

Zero to 10 degs. below is a desirable temperature range for freezing. Fully frozen product can be held at 10 to 12 degs. above zero if not subjected to any considerable fluctuations. If the inquirer freezes at 5 to 7 degs. above zero it is probable that product does not freeze rapidly enough. If he could pull his freezer down to 10 degs. below zero his results would probably be more satisfactory.

It is not customary to freeze smoked meats. Usual practice is to freeze green meats at about 5 to 10 degs. below zero and then transfer them to a holding freezer at 10 to 12 degs. above zero. Meat is taken out and cured and smoked as needed. This practice has largely supplanted back-packing.

What Is Boiled Ham Shrinkage Cost?

Certain costs in making boiled hams vary directly as the value of the product varies.

Chief among these is the cost of shrinkage.

Anyone who figures costs, particularly for the purpose of arriving at selling prices, must keep this factor in mind.

This shrinkage item must be EXPRESSED in cents per pound but must be FIGURED from the value of the raw material used.

THE NATIONAL PROVISIONER has compiled a table to assist the packer in approximating the cost of shrinkage in the production of boiled hams. This gives the different percentages of shrinkages and at different value levels. Subscribers may have this table by filling out and sending in the following coupon, accompanied by a 10c stamp. In large quantities, please write for prices.

The National Provisioner:
Old Colony Bldg., Chicago, Ill.

Please send me reprint on "How to Figure Shrinkage Cost in Making Boiled Hams."

Name

Street

City

Enclosed find a 10c stamp.

GETTING GRAIN IN LARD

A fine grain in lard is desirable. How can a packer get it? "PORK PACKING," tells how. Write to The National Provisioner for information about this latest textbook for the pork packer.



JAMISON STANDARD Track Door equipped with Jamison trap-lifting device, outstanding in simplicity



JAMISON WEDGETIGHT FASTENER prevents rebound, forces seal tighter, holds it tight—does not slacken as it latches

A GOOD DOOR, PLUS

PLUS what?

PLUS good appearance, backed by the sturdiest construction.

PLUS always dependable insulation.

PLUS the new JAMISON CONFORMING SEAL.

PLUS the proved and approved WEDGE-TIGHT Fastener.

PLUS the perfected JAMISON ADJUSTABLE SPRING HINGE, with new Conical Spring.

PLUS special JAMISON features for all types of use: developed by engineering research and backed by 50 years specializing.



JAMISON CONFORMING SEAL of resilient, pure rubber with millions of confined air cells, the ideal insulation. No pinching up required on Type CD, illustrated above, at top and sides of door.



JAMISON ADJUSTABLE SPRING HINGE noted as the sturdiest, yet most flexible, of hinges, is now improved with new Conical Spring, lengthening life.

CAN YOU AFFORD LESS THAN
JAMISON-
BUILT DOORS

—the best? At no price penalty.

JAMISON COLD STORAGE DOOR CO.

Jamison, Stevenson & Victor Doors

Hagerstown, Md., U.S.A. Branches in all Principal Cities.

be sure to
Keep in touch with

WEST CARROLLTON

GENUINE VEGETABLE PARCHMENT

A WELL-KNOWN CREAMERY GAVE THIS ORDER TO THEIR PURCHASING DEPARTMENT

WEST CARROLLTON
PARCHMENT COMPANY
WEST CARROLLTON, OHIO
Our 42nd Year Serving the Food Industry

Because it gives complete protection and when printed with brand name, has that eye-appeal so necessary now that sales efforts are especially directed to brand names.

REFRIGERATION and Air Conditioning

Plant Cooling Notes

For the Meat Employee Who Is Interested in Refrigeration.

Labor Efficiency

Maintaining comfortable working conditions in meat plant processing and manufacturing departments and offices with air conditioning is generally conceded by packers to improve labor efficiency. This is more particularly noticeable in an increase in production per employee and in a higher standard of quality, brought about by ability of workers to maintain a high working rate throughout the full working day, with less "let-down" during late afternoon hours.

There is another factor, however, which must be taken into consideration when checking the effects of air conditioning on production and costs. This is the better average standard of health of workers in air conditioned rooms, and the decrease in number of layoffs due to sickness, particularly respiratory infections.

A number of reports have been made on health conditions of workers in air-conditioned workrooms and offices. One of the latest of these, dealing with the air-conditioned office of the Procter & Gamble Co., Cincinnati, O., has been released recently. Loss of employee's service from colds and other respiratory illnesses in the air-conditioned offices of this company, it is reported, was cut from an average of 2.2 days to 1.6 days.

The Procter & Gamble Co. occupies five floors of the Gwynne Building, a 13-story air-conditioned structure in the center of the city. The company was the first to install air conditioning in this building, their success with it leading to the complete building installation.

In commenting on the increased employee comfort, efficiency and improved health of workers, the president of Procter & Gamble said: "One happy thought brought on by the comfort is enough to pay for the system."

The company first tested air conditioning with a two-floor Carrier installation. This covered the executive offices and lunch and recreation rooms. This proved so satisfactory that the system was then extended to the other three floors of the building occupied by the company's offices. Following successful operation of the five-floor system it was extended by the building management to include the entire office building.

Two Carrier centrifugal refrigerating machines supply 330 tons of cooling effect in summer through four spray

type air conditioning systems. During the warm months the air for the building is cooled in the spray type dehumidifier and in winter it is properly humidified before passing through the reheaters for tempering.

Outside air is drawn into the system through automatically-controlled dampers and mixed with a quantity of return air from the building. All of the air is then cleaned by passing it through replaceable filters of the throw-away type.

One of the main features of this installation is the ejector system to control air circulation and differential in temperature between inside and outside of building. The ejector system mixes approximately three parts of room air with each part of supply air coming in at the outlet. Air is changed throughout the building every 10 minutes. A pilot thermostat controls the air temperature.

COMPRESSOR OPERATION

Many smaller packers and sausage manufacturers, who operate without trained men in their compressor rooms, may be paying too much for refrigeration because operating conditions are not maintained to secure the highest cooling efficiency.

The power required to drive the ammonia compressor is less, in proportion to the cooling effect, if the suction pressure is kept as high as possible (while

still producing the cold temperature desired). By feeding the refrigerant into the bottom of the coil or coolers they can be kept "flooded" with liquid ammonia. Flooded operation increases the heat transfer and maintains a high suction pressure.

For efficient operation, also, head or condensing pressure should be kept as low as the use of ample cold water and generous tube surfaces in the condenser will economically allow.

REFRIGERATION NOTES

Bizard's general store, Arcata, Calif., will install a cold storage locker plant.

St. Charles Locker Co., St. Charles, Minn., is installing new locker equipment.

Raymond Gettler is adding a 25 x 40 ft. unit to his locker plant at Sherburn, Minn.

Camilla Ice & Cold Storage Co., Camilla, Ga., has plans for a \$30,000 expansion and modernization program.

Carthage Ice & Cold Storage Co. recently purchased refrigerating machinery for its Carthage, Mo., plant.

Silverton Storage Co., Silverton, Ore., is building an annex to provide 100 additional lockers and chilling room.

Pure Ice and Cold Storage plant, Monroeville, Ala., has been purchased by



GOOD WILL BUILDERS WHEREVER THEY GO

One of the fleet of 18 trucks in the service of the Lindner Packing & Provision Co., Denver, Colo. Body is refrigerated with ice and salt charged into ice bunker through a hatch in the roof. Note how effective use is made of the firm name to build consumer demand for the company's sausage products.

Peoples Ice Co. and meat curing department will be enlarged.

Arctic Ice Co., Plant City, Fla., is installing a cold storage unit.

Old cold storage plant at LaFollette, Tenn., is being remodeled by Marion Shelby.

MEAT CANNING INFORMATION

(Continued from page 16.)

organization. Good attendance was reported as well as increased enthusiasm among buyers over opportunity of supplementing their lines with canned meats.

LIBBY, McNEILL & LIBBY.—General, operating and divisional headquarters for Libby occupied several suites at the Stevens with a staff of about 50 representatives. Canned meat display and company activities were in charge of J. R. Vander Veer, head of the canned meats department.

LOYAL PACKING CO.—Members of a large staff took care of company activities at the convention. Those who aided visitors were J. F. Jack, J. J. McVady, T. H. Grady, S. R. Powell, E. M. Ireland, F. M. Matthews and Z. M. Hendricks.

PUBLIC FOOD PRODUCTS CO.—The Republic line of canned meats was represented by J. Emmet Clair, vice president; J. M. Clair, general man-

ager and sales manager; Jerry Clair, assistant sales manager; J. V. Greene and A. M. Hollingsworth.

STAHL-MEYER, INC.—C. A. Dordero was the Eastern firm's representative and had plenty of helpful information regarding the company's line of canned meat products to pass on to those who visited with him.

SWIFT & COMPANY.—The Swift suite was a popular spot as countless visitors came in for relaxation and to look over the wide line of canned meat products which was shown there. Guests were greeted by a large staff of helpful representatives headed by R. H. Gifford, head of the branch house sales department.

WM. UNDERWOOD CO.—This old and well known firm, specialists in the manufacture of canned meat products, was represented by F. A. Harding, W. J. Underwood and H. C. Wells.

UNITED PACKERS, INC.—Canned meat products of the firm were featured in a display at headquarters. Convention visitors were greeted and helped by Charles Manaster, general manager; Saul Manaster, sales manager; D. P. Brogan, midwestern sales manager and W. T. Fry, southern sales manager.

WILSON & CO.—Whole line of Wilson canned meat products was presented to visitors at headquarters. Don Smith, in charge of canned meat sales, directed activities. E. A. Ellendt, P. J. Barry

and J. M. Sheridan represented the company at the Certified canned meat division suite and Don M. Clary greeted visitors at the Fidelity Canned Meat division suite. Other Wilson representatives were Russell M. Smith and Charles M. Rudy.

STEIN HALL MANUFACTURING CO.—Exhibit of products sold by Stein Hall at the Congress Hotel was in charge of C. C. Parsell, sales manager, grocery division. Ed. Kahl, well known to the meat industry, attended the convention meetings and renewed old friendships.

CORN PRODUCTS SALES CO.—Canners who visited the Corn Products suite had an opportunity to taste and see the stability of flavor and color in products canned with dextrose. Present at headquarters were J. H. Burnham, manager of sales to canning, preserving and pickling industries; J. P. Bishop, director of research; T. A. Bruce, West Coast technical adviser; R. H. De Waters, Southern district technical adviser, George MacDonald, James Valentine, and James Walz.

A. E. STALEY MANUFACTURING CO.—Representatives of the package starch and syrup division, as well as the bulk sales organization, which handles sales of starches, glucose and other products, carried on their convention activities from headquarters at the Palmer House.

JAS. H. FORBES TEA & COFFEE CO.—The entire line of spices, extracts, tea and coffee sold by the firm was on exhibit at the Forbes suite, where it was seen by a multitude of visitors. H. H. Droste, vice president, was in charge of headquarters at the Palmer House.

AMERICAN SOYA PRODUCTS CORP.—Headquarters for the firm, which manufactures soya flour for sausage, meat specialties and a wide line of canned products, was located at the Palmer House.

The advertisement features a large central dial thermometer with scales for Fahrenheit (60-140) and Celsius (40-100). Above the dial, the word "THERMOMETERS" is on the left and "REGULATORS" is on the right. Below the dial, the words "Combination Thermometer-Regulators" are written. To the left of the main dial, there is a smaller circular device with a fan-like pattern. To the right, there is a vertical pipe assembly with a valve. At the bottom, the word "POWERS" is written in large, bold letters. A small box contains the text: "For Indicating and Recording Only a few of our indicating and recording thermometers are shown here. We also make a complete line of Thermometer-Regulators which Indicate and Control temperature or Record and Control temperature. Write for Bulletin 255 — THE POWERS REGULATOR CO., 2725 Greenview Ave., CHICAGO—231 E. 46th St., NEW YORK—Offices in 45 Cities—See your phone directory."

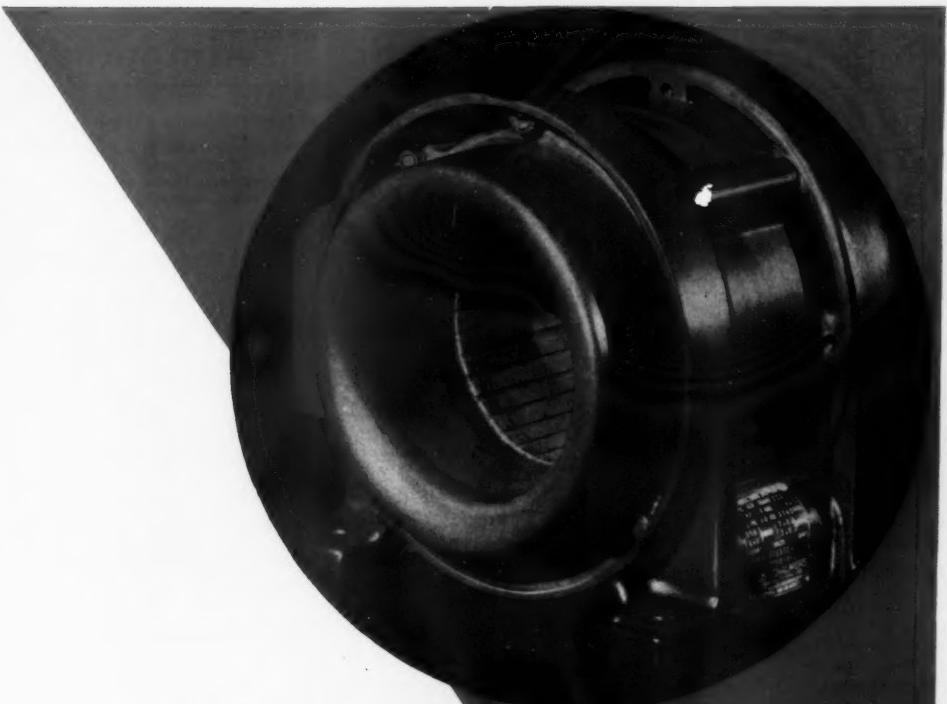
ANNUAL CANNERS' WEEK

Thirty-first annual convention of the National Canners' Association, held in Chicago, January 23 to 28, was not only one of the largest but also, in the opinion of those in attendance, one of the most successful ever held by this organization.

The Meat Section of the National Canners' Association and the Canning Machinery and Supply Association met in separate sessions on Thursday morning.

National Food Brokers' Association held three meetings—on Monday morning and afternoon and on Tuesday afternoon. On Tuesday morning the brokers met with the canners to hear a discussion on public relations. The brokers meetings were confined to reports of committees and routine business.

Included among the social affairs were receptions and dances on Sunday and Monday evenings, the annual dinner dance on Wednesday evening and the American Can Co. annual entertainment and theater party.



The Allis-Chalmers Mfg. Co. builds standard motors of every type from 1 hp. up . . . also motors for special application.

UNASSAILABLE!

Allis-Chalmers Seal-Clad Motors are the sturdiest motors on the market—bar none. And in addition to their great strength, they can be depended upon, always, because they are unassailed by the weakening and destructive agents that affect other motors. Allis-Chalmers Seal-Clad Motors are unassailed . . . by metallic dust, grit, oil, moisture, chemicals, or by other destructive agents that are present, to some extent, in every plant.

The wound stator of an Allis-Chalmers Seal-Clad Motor receives an impregnating treatment similar to the conventional type of winding. But, in addition, ultimate protection is assured by a Moulded Bakelite Shield, of high dielectric and mechanical strength, which is fitted into a machined slot in the stator frame and sealed into position with a special compound. Thus the coils are completely protected by hard, smooth shields that are impervious to the attacks of damaging agents.

ISN'T THIS UNASSAILABLE ASSURANCE WORTH WHILE . . . PERFECT PERFORMANCE UNDER ALL CONDITIONS, AT NO EXTRA COST?

For further details, write for Bulletin No. 2182

838

MOTOR DIVISION

ALLIS-CHALMERS

MILWAUKEE, WISCONSIN



List of Polish Ham Importers and Sub-Importers

AMPOL, Inc.
380 Second Avenue New York, N. Y.
Gramercy 5-5270

DUANE PRODUCE COMPANY
2 Broadway New York, N. Y.
Bowling Green 9-0755

GENERAL IMPORTERS CORP.
39 Broadway New York, N. Y.
Whitehall 3-3086

AMERICAN BARTER & TRADING CO.
730 Gravier Street, New Orleans, La.
Main 2195

BROOKLYN PACKING CO.
157 Green Street Brooklyn, N. Y.
Evergreen 9-6444

HUSTON AND MILKOWSKI, Inc.
612 No. Michigan Avenue, Chicago, Ill.
Superior 3604

POLISH HAM IMPORT CO.
1921-1951 E. Ferry Ave.,
Detroit, Mich. Plaza 5164

VISLA TRADERS COMPANY
89 Broad Street New York, N. Y.
Bowling Green 9-0580

GEO. A. HORMEL CO.
155 East 44th Street New York, N. Y.
Vanderbilt 3-4488

DIVISIONS



J. S. HOFFMAN COMPANY
179-181 Franklin Street, New York, N. Y.
Walker 5-5800
Illinois at Orleans Street, Chicago, Ill.
Superior 9300

MEYER AND LANGE
434 Greenwich Street, New York, N. Y.
Walker 5-7735

A. J. MILLS AND CO., Inc.
17 State Street New York, N. Y.
Whitehall 3-8291

JOHN THALLON AND CO.
8 Broadway New York, N. Y.
Bowling Green 9-4867

VITA FOOD PRODUCTS, Inc.
644 Greenwich Street New York, N. Y.
Walker 5-9180

Sub-Importers

GRAVENHORST AND CO.
82 Beaver Street New York, N. Y.
Hanover 2-1881

MEAT IMPORT COMPANY
601 W. 26th Street New York, N. Y.
Lackawanna 4-4924

POLPEN
3531 Butler Street Pittsburgh, Pa.
Schenley 0199



Leading Meat Packers and Sausage Makers Use Presco Products

Because they know from experience that **PRESCO** curing, processing and seasoning preparations give them maximum value in terms of—

QUALITY represented by uniform, scientifically tested and approved ingredients plus formulas that guarantee best results.

PRICE that enables them to compete on a profitable basis and effect a substantial increase in sales.

SERVICE backed by 60 years of successful experience in meeting the needs of the meat packing and allied industries.

THE PRESERVALINE MANUFACTURING CO., BROOKLYN, N. Y.



PRESCO PRODUCTS

FOR THE SCIENTIFIC PROCESSING OF MEAT AND MEAT PRODUCTS

PROVISIONS AND LARD

WEEKLY MARKET REVIEW

LARD futures at Chicago backed and filled within a modest range during the past week but showed a declining tendency late in the week. The market had difficulty in holding upturns as there were persistent hedging sales from packer and warehouse quarters.

Lard prices continued to decline on Thursday as cash house selling and scattered liquidation reflected discouragement produced by lower security markets. Local short covering and limited domestic demand in September through commission houses with Eastern connections was based on firmness in grains and smaller hog receipts.

Commission houses were persistent buyers on setbacks during the week. This was partly in spreading with cotton oil and partly purchasing for investment. There was some selling of lard futures against purchases of corn. The open interest in the market has expanded rapidly, reaching a total slightly above 41,000,000 lbs. compared with recent low of around 28,000,000 lbs.

Conditions surrounding the market were generally unchanged. The hog runs have been comparatively liberal and lard stocks have been increasing rapidly. More hogs and heavier weight hogs are expected later in the year. Some look for marketings to drop off temporarily in the near future.

Domestic cash demand was satisfactory for lard and meat. Export movement of lard continued on a fair scale but reports indicate that new export demand has quieted down considerably.

Receipts of hogs at Western packing points last week totaled 416,100 head compared with 513,200 head the previous week and 382,200 head the same week last year. The weather was severely cold in the West and Northwest which interfered with the hog movement.

Average weight of hogs at Chicago last week was 242 lbs. compared with 242 lbs. the previous week, 238 lbs. a year ago and 236 lbs. two years ago.

Average price of hogs at Chicago at the beginning of this week was \$8.30 compared with \$8.05 the previous week, \$10.05 a year ago, \$10.20 two years ago and \$8.00 three years ago. Top hogs at Chicago on Thursday were at \$8.70 compared with \$8.75 the previous week.

The corn-hog ratio for the week ended January 22 was 13.3 compared with 13.2 the previous week, 9.0 last year and average of 11.0.

Lard stocks at Chicago increased 20,735,994 lbs. during January, or about as expected by the trade, compared with a gain of 19,186,123 lbs. in January 1937. Stocks totaled 41,865,045 lbs. compared with 99,715,814 lbs. on January 31, 1937.

PORK.—Demand was fair and the market was steady at New York. Mess was quoted at \$27.37½ per barrel and family at \$31.50 per barrel.

LARD.—Demand was fair and the market was about steady. Prime western at New York was quoted at 9.10@9.20c; middle western, 9.10@9.20c; New York City in tierces, 8½@8¾c, tubs, 8¾@9c; refined continent, 9¾-1¼c; South America, 9½@9¾c; Brazil kegs, 9¾c and shortening in carlots, 9¾c, smaller lots, 10c.

At Chicago, regular lard in round lots was quoted at 10c over January; loose lard, 10½c under January, and leaf lard, 10½c under January.

(See page 41 for later markets.)

BEEF.—Demand was fair and the market steady at New York. Family was quoted at \$27.00 per barrel.

MEAT AND LARD STOCKS

Stocks of pork meats and lard on hand at the seven principal markets on February 1 showed seasonal increases during January. They were well under those of February 1 a year ago, but that period was one of accumulation preceding a period of expected shortage of hogs. Meat stocks were approximately 37,000,000 lbs. less and lard stocks were less than half. The only class of meat of which stocks were larger than a year ago was dry salt cuts.

January hog receipts at eleven principal markets were larger than in January a year ago, and were the largest for the month since 1934. This also was a factor in increased stocks, as these heavier marketings were coincident with some curtailment in consumer purchases.

Stocks are of very moderate proportions in relation to prospective hog runs,

MEAT IMPORTS *Larger In 1937*

MEAT imported into the United States during 1937 totaled 169,544,188 lbs. compared with 135,909,289 lbs. in 1936. Approximately 500,000 lbs. more beef and 33,000,000 lbs. more pork were imported in 1937 than in 1936. December imports of pork were approximately 500,000 lbs. less than those of December 1936, while beef imports were nearly 2,000,000 lbs. larger.

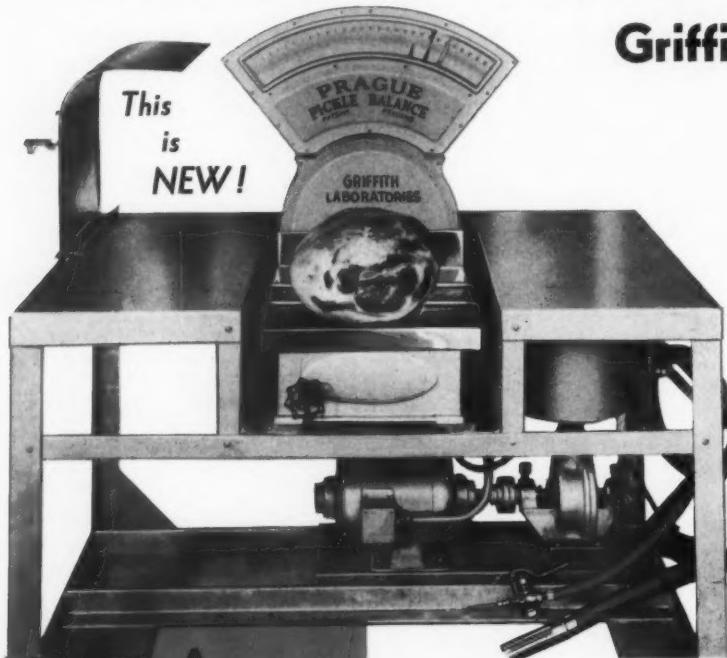
Pork exports in 1937 were 4,500,000 lbs. less than those of 1936 and 11,600,000 lbs. less than the pork exports for the year. Beef and veal exports were more than 2,000,000 lbs. less than the 1936 export.

Imports and exports of meats for December 1937 and 1936 and for the calendar year 1937 compared with 1936 are reported as follows:

	IMPORTS.			
	Dec., 1937. lbs.	Dec., 1936. lbs.	12 mos., 1937. lbs.	12 mos., 1936. lbs.
Pork—				
Pork, fresh	1,108,100	1,896,352	20,876,569	12,944,846
Hams, shoulders & bacon	3,282,284	3,563,396	47,422,022	26,087,850
Pork, pickled, salted & other	851,105	333,779	6,531,889	2,810,315
Total pork	5,241,489	5,793,527	74,830,480	41,843,011
Beef and Veal—				
Beef, fresh	417,995	205,286	4,665,558	3,977,277
Veal, fresh	28,023	7,842	208,801	104,186
Beef & veal, pickled or cured	88,563	180,480	1,752,216	2,181,185
Beef, canned	3,355,407	1,803,689	88,087,133	87,806,680
Total beef & veal	3,880,990	2,196,647	94,713,708	94,066,278
EXPORTS.				
Pork—				
Fresh, carcasses	508	1,415	146,838	152,442
Fresh, loins & other	941,193	228,414	4,090,699	2,594,443
Cumberland & Wiltshire sides	3,632	16,858	45,385	467,443
Hams & shoulders	4,081,149	2,367,048	39,859,942	42,162,707
Bacon	584,835	226,589	2,953,133	4,095,083
Pickled	1,072,552	383,077	9,009,390	10,519,831
Canned	573,228	921,340	7,127,077	7,936,926
Total pork	7,256,497	4,144,741	63,232,464	67,928,875
Lards	22,295,451	9,472,571	136,978,110	112,168,894
Beef and Veal—				
Beef and veal, fresh	367,525	285,000	4,494,400	4,144,101
Beef, cured	396,578	418,634	5,463,330	8,219,702
Beef, canned	227,271	255,538	2,708,556	2,028,551
Total beef and veal	991,374	960,061	12,666,286	14,892,354
Sausage—				
Sausage	230,049	263,293	2,706,822	2,356,189
Sausage ingredients	16,605	202,867	1,218,616	2,116,677

PROGRESS WITH SCIENCE!

Griffith Does It Again!



A SPECIAL SCALE in every respect!

2 in 1

Weighing scale and calculating device work in conjunction. A sturdy, practical combination developed after long experiments.

FLEXIBLE

Calculator may be set to operate at FOUR DIFFERENT PERCENTAGES. Scale can show you how to pump 8%, 10%, 12% or 16% of pickle and pickle solids into your hams. The calculator makes no mistakes!

STRONG AND STURDY

All parts heavy construction to withstand any or all conditions. Nothing to wear, nothing to get out of order. Platform and guard of stainless steel. Balance of unit is heavy, auto-body steel. Platform is pitched to eliminate weighing of excess pickle. Guard and gutter supplied to protect the scale from spilling pickle.

WRITE FOR BLUEPRINT

A blueprint, giving dimensions for the table recess, will be furnished on application. Scales may be had with 20-lb., 50-lb., and 60-lb. charts. The 10-lb. chart is recommended for most operations.

THE STORY OF ARTERY PUMPING

Ever since the time artery pumping was first advocated and perfected by The Griffith Laboratories, it has been conceded that this modern method has led the way to shorter cures.

At first the pickle was added to the ham by guess. The man put in what he thought was enough, and later experience showed that this was usually too much. It then became necessary to devise means to more accurately control the pickle that was being added.

Pumping on non-calculating scales was tried, but the operator couldn't figure the percentage of pickle to add. The Griffith Laboratories then introduced their printed chart, but even this great advancement was only partly satisfactory because a mental effort was required to stop the pumping at the right point. Recently we

brought out a small scale as an experimental unit, to prove the correctness of our theory of control. This scale led the way to the new, special PRAGUE POWDER PICKLE SCALE shown on this page.

AND NOW—after months of experimenting in the machine shop, laboratory and curing cellar, we are ready to offer this sensational new scale! This new unit has everything that is necessary to meet packinghouse operations, where humidity is high and equipment must stand hard usage. This new Prague Pickle Scale not only eliminates all mental effort and assures uniform results, but also speeds up the pumping operation. It fits perfectly into the GRIFFITH theory of a perfect cure, under perfect control.



This smoked ham
made the
"PRAGUE POWDER" way
meets with public
approval everywhere

Ask Us to Show You How to Make It!

THE GRIFFITH LABORATORIES

1415-31 West 37th Street

Chicago, Illinois

Eastern Factory and Office: 35 Eighth Street, Passaic, New Jersey
Canadian Factory and Office: 1 Industrial St., Leaside, Toronto 12, Canada

total meat supplies and consumer demand, even if demand should continue at present levels. Any pick-up in consumer purchasing power would place stocks in a still more advantageous position.

Stocks at Chicago, Kansas City, Omaha, St. Louis, East St. Louis, St. Joseph and Milwaukee, on January 31, 1938, with comparisons as especially compiled by THE NATIONAL PROVISIONER:

	Jan. 31, '38.	Dec. 31, '37.	Jan. 31, '37.
	Ibs.	Ibs.	Ibs.
Total S. P. meats	129,523,510	96,185,860	160,833,390
Total D. S. meats	27,674,037	17,752,577	22,976,046
Other cut meats	19,855,827	13,901,977	21,626,884
Total all meats	177,053,874	127,240,214	214,436,320
P. S. lard	45,217,299	20,012,218	107,449,877
Other lard	11,806,024	9,252,304	17,980,070
Total lard	57,028,323	29,264,522	125,409,947
S. P. regular hams	22,000,868	18,721,675	38,110,806
S. P. skinned hams	51,894,578	37,691,280	58,639,174
S. P. bellies	41,740,011	31,837,797	49,178,120
S. P. picnics	14,234,553	7,882,228	23,807,281
D. S. bellies	15,749,598	9,946,959	14,887,070
D. S. fat backs	11,698,044	7,452,619	7,960,598

CHICAGO PROVISION STOCKS

Stocks of meat and lard on hand in Chicago are reported as of February 1, 1938:

	Feb. 1, 1938.	Jan. 1, 1938.	Feb. 1, 1937.
Pork, bbls.	20,181	11,494	22,708
P.S. lard, lbs.	36,484,252	16,818,769	92,725,753
Other kinds of lard, lbs.	5,380,793	4,810,222	6,900,061
D.S. Cl. bellies ¹	6,268,848	3,901,895	6,657,768
D.S. Cl. bellies ²	.....	44,042	28,000
D.S. Rib bellies ¹	816,084	99,900	552,711
Ex. Sh. Cl. sides, ¹ lbs.	2,400	2,500	2,800
D.S. fat backs,	.....	3,487,030	2,255,908
lbs.	.....	69,609	78,488
S.P. hams, lbs.	10,887,959	9,087,000	10,268,802
S.P. sknd. hams, lbs.	.....	26,699,276	18,986,372
S.P. bellies, lbs.	19,416,389	14,080,439	25,899,997
S.P. picnics, S.P. Boston shdtrs., lbs.	6,686,927	3,582,674	18,132,417
S.P. shdtrs., lbs.	19,000	.....	18,000
Other cuts of meats, lbs.	11,071,883	6,255,265	14,233,043
Total cut meats, lbs.	85,255,796	58,286,298	111,926,967

¹Made since Oct. 1, 1937.

²Made before Oct. 1, 1937.

DEC. MEAT CONSUMPTION

Federally-inspected meats available for consumption in December, 1937:

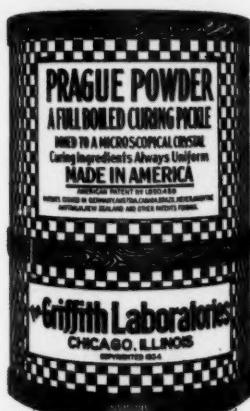
BEEF AND VEAL.		
Total Consumption, Ibs.	Per capita, Ibs.	
December, 1937	453,000,000	.34
December, 1936	482,000,000	.374
PORK (INC. LARD).		
December, 1937	546,000,000	4.21
December, 1936	502,000,000	3.90
LAMB AND MUTTON.		
December, 1937	57,000,000	.44
December, 1936	63,000,000	.49
TOTAL.		
December, 1937	1,035,000,000	.814
December, 1936	1,047,000,000	.818
LARD.		
December, 1937	70,000,000	.54
December, 1936	72,000,000	.56

Week Ending February 5, 1938

PRAGUE POWDER

and

ARTERY PUMPING



The desirable method
for making better hams
that suit the public taste!

Away back in 1924 you will remember that The Griffith Laboratories introduced Prague Salt and advised the trade that they could cure a ham for smoking in 30 days. Skeptics thought that it couldn't be done, but time has proved that we were looking in the right direction.

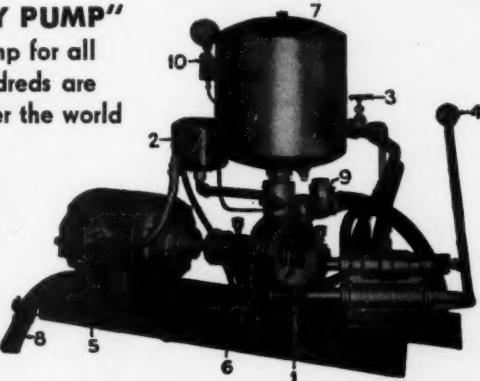
A few years later we began advocating the artery method of curing. And in 1937 artery pumping actually arrived and is now considered standard practice by leading packers. The reasonableness and value of artery pumping is today conceded. Poland is curing the hams sent to America by the "Artery Method."

"PRAGUE POWDER PICKLE" is the genuine pumping pickle that makes positive contact in the capillaries, and helps produce a tender, mild ham that is demanded by the housewife. For a "Ready to Eat" Ham, smoke at high temperature.

The "BIG BOY PUMP"

is the ideal pump for all purposes. Hundreds are now in use all over the world

The BIG BOY is built for speed and capacity, is the finest pump of its kind on the market. PRAGUE POWDER PICKLE and the BIG BOY PUMP have helped hundreds of small packers to better profits. They can help you, too!

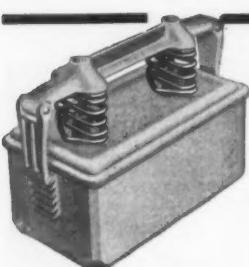


THE GRIFFITH LABORATORIES

1415-31 West 37th Street, Chicago, Illinois

Eastern Factory and Office: 35 Eighth Street, Passaic, New Jersey

Canadian Factory and Office: 1 Industrial St., Leaside, Toronto 12, Canada



The Adelmann Ham Boiler—The Kind Your Ham Makers Prefer.

Liberal Trade-in

Your wasteful, obsolete ham boilers may be traded in on new, modern, efficient Adelmann Ham Boilers. Complete trade-in schedules and helpful ham boiling hints are contained in the new Adelmann booklet—"The Modern Method." Send for your copy today!

HAM BOILING EQUIPMENT for modern packers!



ADELmann
Foot Press

Applies correct pressure to retainers to insure perfect product. Sturdy and efficient. A real cost cutter.



ADELmann
Washer

Cleans all types of retainers quicker, better, easier, cheaper. Cleans even neglected boilers!

Adelmann Ham Boiling Equipment incorporates all modern features to insure maximum profit from boiled hams.

Adelmann Ham Boilers are sturdily built for long service, offer exclusive advantages for insuring profits. Close fitting cover, elliptical yielding springs, tilt-proof cover, easy cleaning—each of these features helps produce boiled hams of superior quality that bring in profits.

Adelmann Ham Boilers are made of Cast Aluminum, Tinned Steel, Monel Metal, and Nirosta (Stainless) Steel—the most complete line available.

Write for details!

HAM BOILER CORPORATION

Office and Factory—Port Chester, New York

Chicago Office: 332 S. Michigan Ave.

European Representatives: R. W. Bellans & Co., 6 Stanley St., Liverpool & 12 Bow Lane, London

Australian and New Zealand Representatives: Collin & Co., Pty. Ltd., Offices in Principal Cities

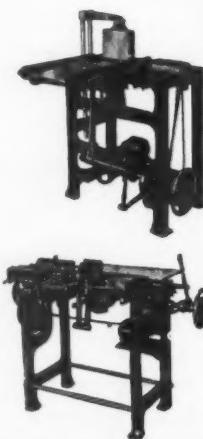
Canadian Representative: C. A. Pemberton & Co., Ltd., 189 Church St., Toronto

are you interested . . .
in reducing
your LARD or SHORTENING
packaging costs?

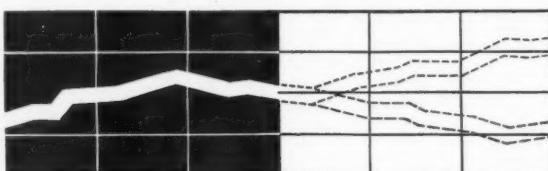
If you will investigate PETERS CARTON PACKAGING MACHINES to set up and close your cartons, you will find a considerable savings in your cost per package.

These machines are built in various models to handle production requirements ranging from 30 to 60 cartons per minute.

Write us to send you information on machines to handle your various size cartons. We will consider it a privilege to send you a prompt reply.



CAN YOU FORECAST THE TREND OF PORK PRICES?



The only certain thing about pork prices, for the next few months, is that they will be uncertain. They will react to every change in domestic and international affairs.

Protect yourself against sharp price fluctuations with the NEVERFAIL 3-Day Ham Cure. Be ready to increase or limit your output on short notice, consistent with demand for your product.

And remember that the NEVERFAIL 3-Day Ham Cure enables you to surpass any foreign made ham in juicy flavor and tenderness. Write us!

NEVERFAIL ★ 3-DAY HAM CURE

H. J. MAYER & SONS CO.

6819-27 SOUTH ASHLAND AVENUE • CHICAGO, ILLINOIS
Sales Office: 159 Bay Street, Toronto
Canadian Plant: Waterloo, Ontario

PETERS MACHINERY CO.
4700 Ravenswood Ave.
Chicago, Ill.

Hog Cut-Out Results

CUT-OUT losses mounted this week over those of a week ago although average hog cost was lower. Sluggish fresh pork markets resulted in still lower prices for product and hog values shared the downturn.

Receipts of hogs declined toward the close of the four-day period which had a strengthening effect on prices, although the closing top at \$8.75 per cwt. was 25¢ under the high top made on the opening day of the period. Arrivals at 11 principal markets during the period totaled 267,000 head. This was 48,000 less than were received in the like period a week ago but 60,000 more than arrived one and two years ago.

Efforts now being made to call attention to meat and the reasonable prices at which it can be bought should bring results, particularly with choice light loins selling as low as 15¢ with other green pork meats at relative levels.

The test on this page is worked out on the basis of live hogs and green product prices at Chicago, with average costs and by-product credits.

CANADIAN STORAGE STOCKS

Stocks of meat in Canada:

	Jan. 1, 1938	Dec. 1, 1937	5-yr. Jan. 1 av.
Beef	22,625,362	28,659,870	21,471,177
Veal	2,885,952	4,161,198	2,803,455
Pork	36,214,067	32,646,160	33,667,635
Mutton & lamb ..	4,764,608	5,046,619	6,424,880



Lard exports of around 137,000,000 lbs. in 1937 compared with 112,000,000 lbs. in 1936 were the best since 1934.

HOG RUNS INCREASE

Hog receipts at the 11 principal markets of the country during January, 1938, totaled 1,825,000 head. This was the largest January run since 1934, but with those exceptions receipts were the smallest for the month at these markets in many years.

At Chicago January hog receipts totaled 580,389 head, the largest for any month since December, 1936. Average weight at 241 lbs. compared with 235 lbs. in December and November and 235 lbs. in January 1937 and 1936 respectively. Light hogs commanded the highest average price during the month at Chicago, with mixed kinds next highest and heavy hogs suffering the greatest

differential. Lights averaged \$8.40, mixed droves \$7.90 and heavies \$7.55. Average price of all hogs was \$7.95 which compares with \$7.85 in December, \$10.25 in January a year ago, \$10.05 in January 1936 and \$7.70 in the same month of 1935.

Light hogs were reported to have sold further above heavy hogs in January than in any other January of record except 1926. Lights topped at \$9.10 while heavies—good butchers weighing 255 lbs. up—did not go above \$8.40. This was accounted for by the large proportion of heavy hogs in the receipts and the relative scarcity of good light hogs.

GERMAN HOGS AND LARD

Top hogs at Berlin were quoted at \$17.23 per cwt. during the week of January 19, 1938; at \$17.23 per cwt. for the week ended January 12, 1938, and at \$16.79 the week of January 20, 1937. Lard in tierces at Hamburg was quoted at \$10.91 per cwt., \$10.75 the previous week and \$15.16 the same time a year earlier.

U. S. MEATS TO CANADA

	Dec. 1937.	12 mos. 1937. lbs.	12 mos. 1936. lbs.
Beef	22,453	77,504	83,741
Bacon and ham	4,658	82,435	58,185
Pork	294,872	1,985,000	2,818,000
Mutton and lamb	627	1,967	1,923
Canned meats	4,767	113,963	150,190
Lard	70	26,675	1,198
Lard compound	4,278	33,395	344,520

HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER DAILY MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

	Per Cent live wt.	Price per lb.	Value per cwt. alive	Per Cent live wt.	Price per lb.	Value per cwt. alive	Per Cent live wt.	Price per lb.	Value per cwt. alive
	180-220 lbs.			220-260 lbs.			260-300 lbs.		
Regular hams	14.00	16.1	\$ 2.25	13.70	14.8	\$ 2.02	13.40	13.3	\$ 1.78
Picnics	5.70	11.9	.68	5.40	11.1	.60	5.10	10.1	.52
Boston butts	4.00	14.0	.56	4.00	14.0	.56	4.00	14.0	.56
Loins (blade in)	9.80	14.3	1.40	9.50	12.8	1.22	9.00	12.3	1.11
Bellies, S. P.	11.00	16.0	1.76	9.70	13.6	1.32	3.10	12.8	.40
Bellies, D. S. ....	....	....	....	2.00	10.3	.21	9.90	10.0	.99
Fat backs	1.00	5.9	.06	3.00	6.1	.18	5.30	7.4	.39
Plates and jowls	2.50	6.3	.16	3.00	6.3	.19	3.30	6.3	.21
Raw leaf	2.10	7.6	.16	2.20	7.6	.17	2.10	7.6	.16
P. S. lard, rend, wt.	12.80	7.9	1.01	11.60	7.9	.92	10.20	7.9	.81
Spareribs	1.60	10.6	.17	1.60	10.6	.17	1.50	10.6	.16
Trimmings	3.00	6.8	.20	2.80	6.8	.19	2.70	6.8	.18
Feet, tails, neckbones	2.00	....	.08	2.00	....	.08	2.00	....	.08
Offal and misc. ....	....	....	.33	....	....	.33	....	....	.33
TOTAL YIELD AND VALUE	69.50	\$ 8.82	70.50	\$ 8.16	71.50	\$ 7.68			
Cost of hogs per cwt.		\$ 8.58		\$ 8.23			\$ 7.85		
Condemnation loss .....		.04		.04			.04		
Handling & overhead .....		.56		.51			.50		
TOTAL COST PER CWT ALIVE	\$ 9.18		\$ 8.78				\$ 8.39		
TOTAL VALUE	8.82		8.16				7.68		
Loss per cwt. ....		.36		.62			.71		
Loss per hog .....		.72		1.49			1.99		



HELPING PACKERS PUT ACROSS

"the all-round HAM"

- the all-round HAM



Boneless ham smoked in the "TEE-PAK" container offers the housewife the ideal package for ham which can be used for all meals and occasions; sliced thin for ham and eggs for breakfast; sliced thick and broiled for ham steaks; baked ham, Virginia Style; cold buffet ham; boiled ham with vegetables, New England Style—also Ham a la King and Ham a la Queen, new and delicious left-over dishes. On these posters, you tell the housewife: all meat, no bones, no skin, no waste; therefore, costs less per helping . . . cuts the meat bill for a whole week . . . keeps for weeks in the ice box without spoiling . . . nice round slices that fit the pan . . . each lb. the equivalent of 23 oz. of ordinary ham . . . a transparent, sanitary package which brings the meat to her kitchen untouched by hands, insects or contamination.

REPLACING THESE:



The old "boned, rolled and tied" which never became an important seller because it possessed little "sales appeal."

Even if you wholesale the boneless ham, smoked in "TEE-PAK" at 9c per lb. more than regular old style hams, the dealer can still make a better profit; and on top of all, the housewife gets more for her money. (See X-Ray photo above.)

Sell it by the Slice, WHOLE OR HALF

The dealer can slice this ham fresh daily. See illustration at left for interesting display. Can be sliced in the machine, thin or thick. Requires no saw, because boneless. A magnificent, lustrous, appetizing package, setting a new standard of ham packaging. It is our belief that within a year's time all smoked hams will be sold in this form.



around HAM"

**with a powerful store display
in 5 colors costing only
a few pennies per store**

BONELESS ham smoked in "TEE-PAK" is selling so fast in so many different territories, that we thought it would pay to build a fire under this item, and heat consumer and dealer interest to the boiling point. . . . So in collaboration with noted meat merchandising experts, we have developed a store display that looks like \$2.50, yet costs (on a syndicated basis) around 30c per store!

UNSOICITED—but very nice!

"We went over your new all-round ham promotion, and are very enthusiastic about it. . . . Again let me compliment your organization on the kind of co-operation we are receiving in merchandising our products in cellulose casings. We feel here this past year has been one of our most successful ones, due in no little measure to the merchandising help we have received from the Transparent Package Co."

(Signed, important Eastern packer. Name on request.)

BUILD HAM SALES WITH THIS PLAN

Convinced by selling records of scores of leading packers that BONELESS HAM SMOKED IN "TEE-PAK" is the ham of the future, with enormous sales possibilities—this store display tells the housewife **WHAT IT IS** (eight irresistible advantages) and **HOW TO USE IT** (eight custom-built recipes that taste like a "million"). These facts are powerfully presented on 20 five-color posters—to be put **ON** the window, **IN** the window, and hung **IN** the stores of your retail customers.

Take a pencil and calculate the thousands of consumers you will reach in say 500 stores over a period of 2 or 3 weeks! 500,000 sales impressions for \$165 (or 33c per store!). Every one of the 20 posters, banners and window strips bears the imprint of your brand in conspicuous size and color. The job looks INDIVIDUAL, not syndicated or "stock."

"TEE-PAK" casings are licensed under Patent No. 1969978 and other patents.

TRANSPARENT PACKAGE COMPANY
1019 W. 35th Street Chicago, Illinois

16 posters may be hung side-by-side.

NATIONAL PACKING CO.
National Brand
the all-round HAM

Get this Recipe Booklet FREE!
Tells you 8 different ways to prepare this delicious ham.

JOIN AT THESE ADVANTAGES:

- ① Available in Small and Large Sizes.
- ② All meat, no bones, no skin, no waste.
- ③ Each lb. the equivalent of 23 oz. of ordinary ham.
- ④ More for your money, cuts less per helping.
- ⑤ Keeps for weeks in your ice box without spoiling.
- ⑥ Cuts your meat bills FOR A WHOLE WEEK.
- ⑦ Easy and quick to prepare.

NATIONAL PACKING CO.
National Brand
the all-round HAM

8 Delicious Recipes
Created and prepared by MILDRED VIRGINIA THOMPSON, noted home economist. Cost 1c. 1/2 page booklet, depending on quantity. Printed in 2 colors on fine paper. Your imprint on front cover, your institutional name all on the second page.

NATIONAL PACKING CO.
National Brand
the all-round HAM

For all Meals and Occasions Cut your Meat Bills ~~for a Whole Week~~
Booklet of 8 Delicious Recipes FREE!

NATIONAL PACKING CO.
National Brand
the all-round HAM

All Meat-No Bones, no Skin, no Waste
Each lb. the equivalent of 23 ounces of ordinary ham
More for your money—cuts less per helping!

Two window strips

MAIL TODAY FOR DETAILS

Transparent Package Co.,
1019 W. 35th Street, Chicago, Ill.

Without cost or any obligation, send complete information concerning your syndicated low-cost store promotion on boneless smoked Ham.

Company _____
Street No. _____
City. _____ State. _____
Attention. _____ Position. _____

**Built 1886,
on the job
51
years!**

You get long
service with
FRICK

Refrigeration

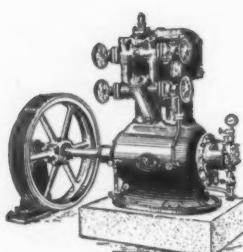
When a Frick Compressor of the type shown was dismantled in Baltimore, Md., recently, it had completed over half a century of service—probably a world's record for refrigerating equipment.

Scores of other Frick machines, installed 40 to 50 years ago, are still going strong. And 35,000 enthusiastic owners attest the

progress made with Frick

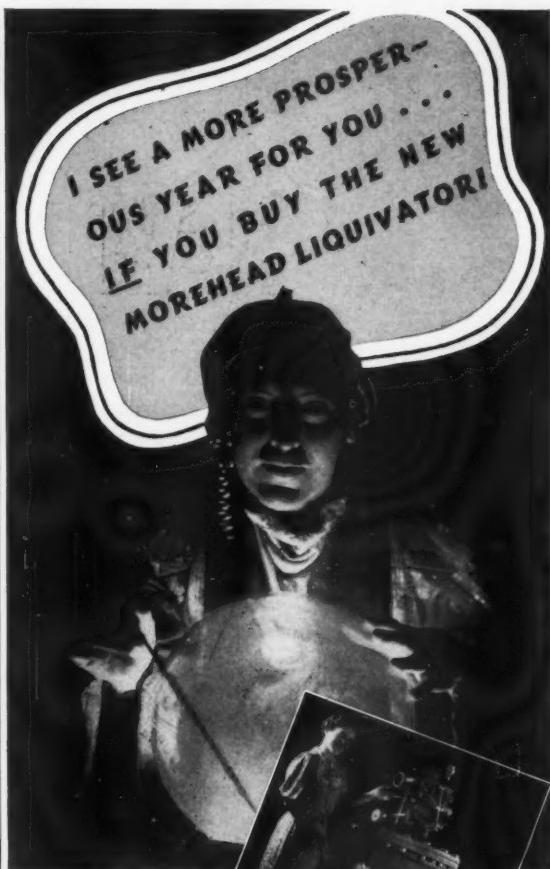
Refrigeration since these old timers set the pace.

Dependable low temperatures and proper humidities that keep shrinkage losses to a minimum economically are assured, when you specify "Frick."



Modern Refrigerating Compressor Having Same Capacity as Gigantic Machine shown above.

DEPENDABLE REFRIGERATION SINCE 1882
FRICK & CO.
WAYNESBORO, PENNA.
U.S.A.



HERE'S WHY MOREHEAD SAVES YOU MONEY

• A Morehead Liquivator in your plant assures more profitable operation in three ways: 1. Morehead provides positive drainage of all steam processing equipment, produces maximum heat transfer and thus speeds up production. 2. Morehead maintains steady temperatures, improves quality of finished products. 3. Morehead reclaims condensate under pressure, slashes fuel costs. Mail coupon TODAY for details of exclusive features that bring you a lifetime of carefree, trouble-free service.

MOREHEAD MANUFACTURING COMPANY
Dept. NP, Detroit, Michigan
Without obligation, I'd like the details of the new Morehead Liquivator.

Send me literature. Have representative call.

Name _____

Address _____

City _____ State _____

MEAT IMPORTS AT NEW YORK

For week ended January 28, 1938:

Point of origin.	Commodity.	Amount lbs.
Argentina	Sweet pickled ham	10,000
	Canned corned beef	75,672
	Beef extract	3,500
	Sausage	24,284
	S. P. ham	285
Australia	Frozen ox livers	5,500
Brazil	Jerked beef	2,000
	Canned corned beef	218,564
Canada	Smoked bacon	6,496
	Fresh frozen ham	21,008
	Fresh chilled pork cuts	444
	Pork sausage	1,250
	Fresh frozen beef cuts	26,751
	Fresh frozen beef livers	163
Denmark	Cooked ham in tins	15,866
	Smoked sausage	192
	Salam	100
Holland	Cooked ham in tins	27,528
	Smoked ham	2,760
Hungary	Salam	2,094
	Sausage	551
	Bacon	441
	Cooked pork loins in tins	1,260
	Cooked ham in tins	126,905
Lithuania	Fresh frozen pork cuts	70,520
Poland	Smoked bacon	5,335
	Smoked sausage	8,412
	Cooked pork loins in tins	6,763
	The best bacon meat	141
	Fresh frozen pork cuts	52,142
	Cooked ham in tins	103,681
	Liverpaste in tins	4,080
Rumania	Cooked ham in tins	33,778
	Cooked sausage in tins	29
Switzerland	Bouillon cubes	14,758
	Gravy tablets	222
	Soup tablets	2,022
Uruguay	Canned corned beef	116,928

PORK PRODUCTS EXPORTS

Exports of provisions originating in the United States and Canada from Atlantic and Gulf ports:

Week ended	Week ended	Nov. 1, 1937 to Jan. 29, 1938.	Jan. 29, 1937.	Jan. 29, 1938.

To	PORK bbis.	bbis.	bbis.
Continent			29
Total			29

BACON AND HAM.		
M lbs.	M lbs.	M lbs.
United Kingdom	4,684	3,490
Continent	13	53
West Indies	46	10
B. N. A. Colonies		11
Other Countries		51
Total	4,743	3,553

LARD.		
M lbs.	M lbs.	M lbs.
United Kingdom	3,348	1,496
Continent	14	90
Sth. and Ctl. America	46	856
West Indies	2	203
Other Countries		84
Total	3,364	1,835

TOTAL EXPORTS BY PORTS.

From	Pork and Ham, bbls.	Lard, M lbs.
New York	470	694
Boston	18	56
New Orleans		82
W. St. Johns	2,878	1,862
Halifax	1,377	720

Total week	4,743	3,553
Previous week	4,148	8,437
2 weeks ago	5,755	2,758
Cor. week 1937	5,553	1,834

SUMMARY NOV. 1, 1937 TO JAN. 29, 1938.

1937-1938. 1936-1937.

Pork, M lbs.	44
Bacon and Ham, M lbs.	35,895
Lard, M lbs.	50,651

LARD AND GREASE EXPORTS

Exports of lard from New York City, week of January 29, 1938, totaled 693,905 lbs.; greases 117,200 lbs.; stearine none; tallow none.

CHICAGO PROVISION MARKETS

REPORTED BY THE NATIONAL PROVISIONER DAILY MARKET SERVICE

FUTURE PRICES

SATURDAY, JANUARY 29, 1938.

LARD—	Open.	High.	Low.	Close.
Jan. ...	8.00	...	8.00	
Mar. ...	8.77 1/2	8.77 1/2	8.75	8.75
May ...	8.80	8.80	8.87 1/2	8.87 1/2
July ...	9.00	9.02 1/2	9.00	9.02 1/2
Sept. ...	9.05	9.12 1/2	9.05	9.05 ax

MONDAY, JANUARY 31, 1938.

LARD—	Open.	High.	Low.	Close.
Jan. ...	8.60	...	8.60	
Mar. ...	8.62 1/2	8.62 1/2	8.57 1/2	8.57 1/2 ax
May ...	8.80	8.85	8.75	8.75
July ...	8.90	8.95	8.90	8.90 ax
Sept. ...	9.05	9.12 1/2	9.05	9.05 ax

TUESDAY, FEBRUARY 1, 1938.

LARD—	Open.	High.	Low.	Close.
Mar. ...	8.62 1/2	8.62 1/2	8.57 1/2	8.57 1/2 ax
May ...	8.72 1/2	8.72 1/2	8.65	8.67 1/2 ax
July ...	8.85	8.85	8.80	8.80 ax
Sept. ...	8.95	8.92 1/2	8.92 1/2	8.92 1/2 b

WEDNESDAY, FEBRUARY 2, 1938.

LARD—	Open.	High.	Low.	Close.
Mar. ...	8.42 1/2	8.42 1/2	8.42 1/2	8.42 1/2 ax
May ...	8.65-02 1/2	8.65	8.62 1/2	8.62 1/2 ax
July ...	8.80-77 1/2	8.80	8.75	8.75
Sept. ...	8.87 1/2	8.92 1/2	8.87 1/2	8.90 ax

THURSDAY, FEBRUARY 3, 1938.

LARD—	Open.	High.	Low.	Close.
Mar. ...	8.42 1/2	8.42 1/2	8.42 1/2	8.42 1/2 ax
May ...	8.65-02 1/2	8.65	8.62 1/2	8.62 1/2 ax
July ...	8.80-77 1/2	8.80	8.75	8.75
Sept. ...	8.87 1/2	8.92 1/2	8.87 1/2	8.90 ax

FRIDAY, FEBRUARY 4, 1938.

LARD—	Open.	High.	Low.	Close.
Mar. ...	8.62 1/2	8.70	8.62 1/2	8.70
May ...	8.77 1/2	8.85	8.77 1/2	8.85 ax
July ...	8.87 1/2	8.97 1/2	8.87 1/2	8.97 1/2
Sept. ...	8.97 1/2	8.97 1/2	8.97 1/2	8.97 1/2

Key: ax, asked; b, bid; n, nominal; —, split.

CLEAR BELLIES—	Open.	High.	Low.	Close.
May ...	10.92 1/2 ax	11.00	11.00	
July ...	11.40 ax	11.40 ax	11.40 ax	
Sept. ...	11.40	11.40	11.40	

FRIDAY, FEBRUARY 4, 1938.	Open.	High.	Low.	Close.
Mar. ...	10.92 1/2 ax	11.00	11.00	
May ...	11.40	11.40	11.40	
July ...	11.40	11.40	11.40	
Sept. ...	11.40	11.40	11.40	

Key: ax, asked; b, bid; n, nominal; —, split.

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FOR BIGGER SAUSAGE SALES



Among the packers of red sausage products PIMIEXO (Powdered) is widely known and accepted. More than once it has proved a boon . . . the "finishing touch" to a quality product which accelerates demand from a discriminating trade . . . giving broader and more profitable sales!

PIMIEXO is a "natural" . . . a sweet red spice manufactured under the most experienced, up-to-date methods from products grown in U. S. A. to meet the particular needs of American packers. For enhancing the natural attractiveness and flavor of your product there is no substitute.

Brilliance, appearance, flavor, purity, superiority . . . Everything you need or can use for product improvement. PIMIEXO is finely powdered and uniform with full condiment value, spreading efficiently without speckling. It goes further and actually costs less.

Order PIMIEXO today and cash in on this splendid sausage business builder. Immediate shipments from Los Angeles or Chicago.

Are you using
DON Garlic and Onion Powders?
Conveniently handled without
waste. Uniform strength.



Chili Products Corporation, LTD.

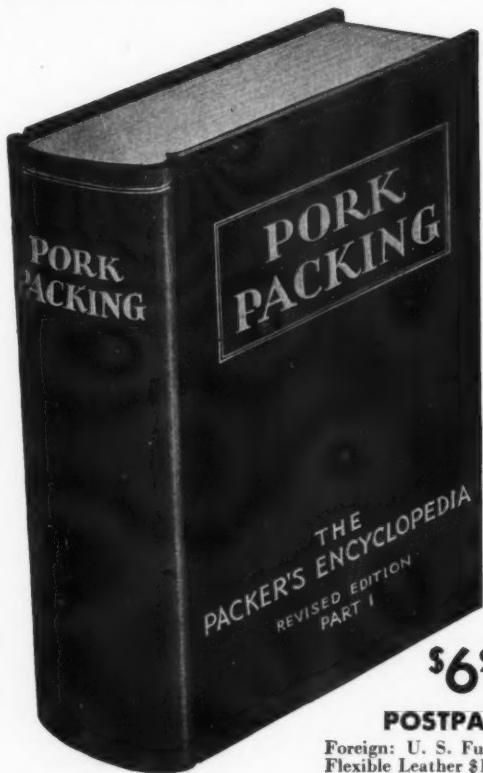
1841 E. 50th St. 540 N. Michigan Ave.
LOS ANGELES, CALIF. CHICAGO, ILLINOIS

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THE ANSWER TO YOUR Pork Packing Problems

will be found in this 360-page book. It is filled from cover to cover with practical ways of overcoming difficulties encountered in day-to-day operation of the pork packing division of the meat plant. Special emphasis has been placed on figuring of tests, and 100 pages of tables showing results are included. "Pork Packing" explains how you can apply the results to your operations. Savings in better, more efficient operation which can be effected when the lessons contained in this volume are applied will pay for the cost of the book many times over.



POSTPAID

Foreign: U. S. Funds
Flexible Leather \$1.00
extra

Here are the subjects that are discussed: Buying—Killing—Handling Fancy Meats—Chilling and Refrigeration—Cutting—Trimming—Cutting Tests—Making and Converting Pork Cuts—Lard Manufacture—Provision Trading Rules—Curing Pork Meats—Soaking and Smoking—Packing Fancy Meats—Sausage and Cooked Meats—Rendering Inedible Products—Labor and Cost Distribution—and Merchandising. Every phase of Pork Packing within the covers of one book!

Order Now! Book Department

THE NATIONAL PROVISIONER
407 South Dearborn Street, Chicago, Illinois

MEAT CAMPAIGN SUPPORT

(Continued from page 11.)

the good news of better and cheaper meat, a prospect of interest to everyone, and we will carry that message.

Glenn Frank, editor, Rural Progress.—The objective of this drive is obviously a right objective and the method employed in rounding up all forces is sound. I want to remind you that in doing this you are not only coming to the rescue of one of the great industries of our economic system, but are rendering great service to the social order and to great masses of people as well. If we are going to have the abundant life we will get it only by increasing the mass consumption of goods and services which are the physical foundation of the good life.

Clifford V. Gregory, associate publisher, Wallace's Farmer.—In this work of stimulating consumption of meat, leaders in the meat industry are doing a fine job. Farmers in the feeding areas would be very gratified if they could see who are in attendance at this meeting and planning to work for them. While farmers like to produce, they get very tired of the market going sick under them just when they have something ready to market. You will have the support of agricultural press 100 per cent.

Meat Merchandisers

A. J. Kaiser, chairman of the board, National Association of Retail Meat Dealers.—This is a great family gathering, and we pledge the support of every retail meat dealer in the United States. The producers' problem and the packers' problem are the retailers' problems, and it is the duty of the retailer to extend an earnest hand to help when needed.

J. Frank Grimes, president, Independent Grocers' Alliance.—This movement is very constructive. The distributing system of the country is capable of handling any reasonable oversupply that may appear. The normal consumer when on his own is capable of absorbing any reasonable oversupply. Question is of bringing the whole matter properly to the consumer. This means display advertising and persistent publicizing. The independents are doing everything in their power to call meat to the attention of consumers, and will move meat products in satisfactory volume.

Charles E. Smith, president, National Association of Retail Grocers.—We are interested in the meat campaign and interested in anything that will help agriculture or the producers of this country. Speaking for 153,000 retail units in the country, I can say that the retail outlets are willing and ready to go to work for the meat program now being set up.

Chain Store Cooperation

John A. Logan, executive vice-president, National Association of Food Chains.—Food chain stores are very much interested in the welfare of agriculture. They recognize the importance of stability of income in agriculture, that agriculture is the source of supply

of virtually all of the products which go through their establishments, and that agriculture represents the largest single segment of consumers of chain store products. Chain stores are very happy to join in this project to stimulate consumption through promotion of the sale of meat products to aid livestock producers.

F. H. Massmann, president, National Tea Company.—Food chains are especially qualified to aid in this movement. They have proven their qualifications during the past 16 months, during which they participated in 11 national and 19 regional campaigns of this nature, and I know that I can speak for all food chains from Coast to Coast that they will participate in these efforts as formerly.

I suggest, however, that no campaign be inaugurated that is not absolutely necessary, because when a national campaign has the effect of raising prices too high the inevitable result will occur and prices will go too low. If extreme low prices are to be avoided in the food industry it will be necessary for production, manufacture and distribution to anticipate a possible extreme and prevent it from becoming a reality.

T. A. Connors, head meat buyer, Great Atlantic & Pacific Tea Co.—The A. & P. is proud to follow the leadership as evidenced by packers in this type of rally, because we know that only by helping agriculture can we stimulate consumer buying, and only with successful consumers can we bring prosperity back to

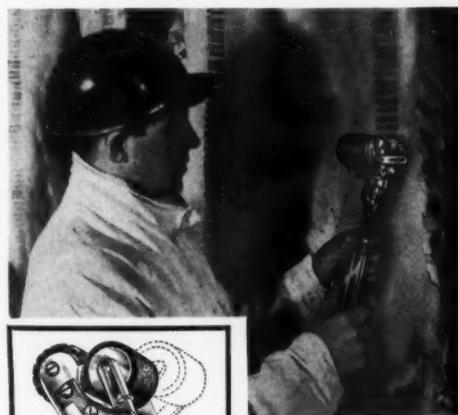
this country. We are all in the same boat, and at any time our organization can be of assistance to the producers of this country, it is a privilege and honor to join with you.

Hotel Support

Frank A. Ready, general manager, The Waldorf-Astoria, New York.—Combined with restaurants, the hotels of the country account for from 15 to 20 per cent of the entire meat consumption. In addition, they buy a great deal of the better cuts of meat and are an important factor in educating the public at large in what and how to eat. Hotel men are keenly interested in what is going on in the meat industry in the United States.

The percentage of profit on the sale of meat is not as high as on other articles of food, but the total dollar profit is larger. Meat dishes are featured on all menus, and the hotels of the country will continue to strive to make them more attractive so as to sell more. The Waldorf-Astoria has been making a special feature of steaks and chops grilled over charcoal in the men's grill and these meats have proved very popular. We endorse the efforts of the Institute and pledge full cooperation.

Ralph Hitz, president, National Hotel Management Company.—Meat is easy to sell. Everybody wants meat. But to sell meat we need the finest quality at a fair price. I assure you our hotels will do all we possibly can, as we do now, to give you full support on this program.



SPADE
HANDLE
for ease of
operation

Available with short handle as illustrated, or with extension handle up to 24" long, for working from either platform or floor.

A BETTER

more efficient
way for marking

BEEF CARCASSES

The new Great Lakes Non-Electric Roller Brander is the *last word* in marking equipment for beef carcasses. Knife-edge marking die cuts a clean, legible identifying mark that will not smudge or smear.

No Heat or Electricity Required

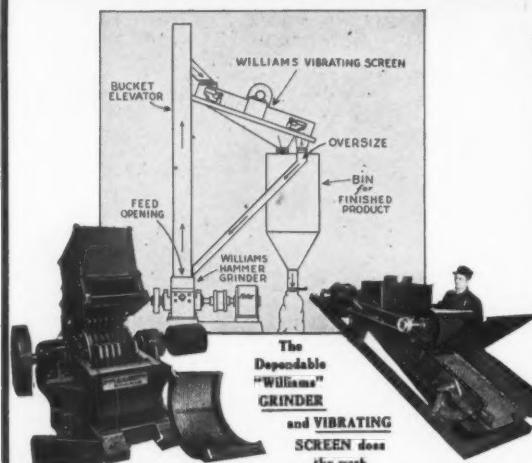
Fast, simple, efficient. Roller dies easily changed for various grades. Used with Great Lakes Nubrown Ink, this marker gives an attractive, legible, identifying mark with the handsome appearance of a real burned brand. Write for full details and complete price list!

GREAT LAKES

Stamp & Manufacturing Co.
2500 Irving Park Blvd., Chicago, Ill.

Complete line of ink roller equipment for all meat products

**NOW—Ground By-Products
with no oversize Bone Particles**



By first grinding material then taking out the "fines" with the positive drive Vibrating Screen and the oversize returned for regrinding —only material of proper fineness passes into the finished product bin.

Write for illustrated Bulletins

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2708 North Ninth Street, St. Louis, Mo.



Williams
PATENT CRUSHERS GRINDERS SHREDDERS

TALLOW FUTURE TRADING

Tallow transactions at New York:

SATURDAY, JANUARY 29, 1938.

High. Low. Close.

February	.....	6.15@6.40
March	.....	6.15@6.35
April	.....	6.20nom.
May	.....	6.20@6.40
June	.....	6.20@6.40
July	.....	6.25@6.30

MONDAY, JANUARY 31, 1938.

High. Low. Close.

February	.....	6.20@6.35
March	.....	6.20@6.40
April	.....	6.20@6.40
May	.....	6.25@6.40
June	.....	6.25@6.45
July	.....	6.25@6.45

TUESDAY, FEBRUARY 1, 1938.

High. Low. Close.

February	.....	6.15@6.40
March	.....	6.15@6.35
April	.....	6.15@6.35
May	.....	6.15@6.35
June	.....	6.15@6.35
July	.....	6.20@6.40

WEDNESDAY, FEBRUARY 2, 1938.

February	.....	6.15	6.15@6.25
March	.....	6.15	6.15
April	.....	6.15@6.30	6.15@6.30
May	.....	6.15@6.30	6.15@6.30
June	.....	6.20@6.35	6.20@6.35
July	.....	6.25@6.40	6.25@6.40

THURSDAY, FEBRUARY 3, 1938.

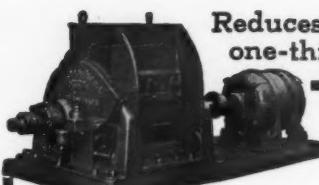
February	.....	6.00	6.00
March	.....	6.00	6.00
April	.....	6.00@6.10	6.00@6.10
May	.....	6.00@6.20	6.00@6.20
June	.....	6.05@6.20	6.05@6.20
July	.....	6.05@6.25	6.05@6.25

FRIDAY, FEBRUARY 4, 1938.

February	.....	6.00	6.00@6.10
March	.....	6.00	6.00@6.12
April	6.00@6.20	6.00@6.20
May	6.00@6.20	6.00@6.20
June	6.05@6.20	6.05@6.20
July	6.05@6.25	6.05@6.30

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in equipment.

Reduces Cooking Time
one-third to one-half!



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POWER, LABOR**

CUTS RENDERING
COSTS—Grinds fats,
bones, carcasses,
viscera, etc. — all with
equal facility. Reduces
everything to uniform
fineness. Ground product
gives up fat and

moisture content readily. Low
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ARCHITECT & ENGINEER

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Rendering Plants
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6329 San Bonita Ave. St. Louis, Mo.

GOVERNMENT GRADED MEAT

Meat graded by the U. S. Bureau
of Agricultural Economics during Decem-
ber, 1937, with comparisons, is reported
as follows:

	Dec. 1937, lbs.	12 mos. 1937, lbs.	12 mos., 1936, lbs.
--	-----------------------	--------------------------	---------------------------

Fresh and frozen:

Beef	39,281,500	408,352,544	450,127,284
Veal and calf	405,434	5,013,881	3,617,263

Lamb and mutton	2,652,046	23,764,594	19,021,457
Pork	302,332	8,116,743	2,365,257

Cured:	Beef	331,853	2,915,365	1,326,979
--------	------	---------	-----------	-----------

Pork	2,342,103	21,637,907	14,344,522
Sausage	3,351,275	38,380,743	34,371,188

Other meats and lard	268,241	2,872,376	1,937,567
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Total	48,935,883	506,054,153	527,011,519
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Stedman
2-STAGE GRINDERS
Cut Costs



SECURE more uniform grinding of packing
house by-products — save power — reduce
maintenance expense. Instant accessibility
saves cleaning time. Nine sizes: 5 to 100
H.P., capacities 500 to 20,000 lbs. per hour.
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A Complete Line of "VELVET DRIVE" Machinery Equipment for
PACKERS and RENDERERS

Sizes from 3'x7'
to 5'x12'

including the latest type of Jack-
eted Head MELTERS, as illus-
trated. Inquiries appreciated and
literature gladly furnished.



PACKERS and RENDERERS MACHINERY
Division RED WING MOTOR CO. Red Wing, Minn.

TALLOWS AND GREASES

WEEKLY MARKET REVIEW

TALLOW—The tallow market continued on the down grade at New York but business was fairly heavy. Extra sold at 6½c, delivered, a decline of ¼c from late last week and a drop of ½c from recent highs. It was estimated that 1,500,000 to 1,750,000 lbs. changed hands this week. Soapers bought and partly replenished stocks but continued to back away from the market. The tone was about steady at the declines.

Later: Tallow extra at New York sold at 5¾c, f.o.b.; off another quarter and unsteady at the new levels.

While soap business was fairly good the large soapers were turning to new advertising to spur sales. There was a report in the market that one of the large Eastern soapers will advance soap prices in the near future.

Special was quoted at New York at 5½c nominal; extra, 5¾c, delivered, and edible, 7c nominal.

Prices on foreign tallow offerings were unchanged from the previous week. South American No. 1 was quoted at 4¾c; No. 2, 4½c, and edible 4.95c, all c.i.f.

Tallow futures at New York were off 5 to 15 points on the week with March trading at from 6.35 to 6.15.

Tallow market at Chicago was somewhat easier with fair movement. Prime tallow sold late last week at 6½c, Chicago; outside special at 5¾c, Chicago, and No. 3 at 5c, Chicago. Edible tallow sold Monday at 6½c, f.o.b. shipping point; prime at 6.30c, Cincinnati, and No. 3 at 5c, Chicago. Large soaper's ideas on prime were 6½c, Chicago and Cincinnati. Tank outside prime sold Tuesday at 6½c, Chicago, and one at 6.05c, f.o.b. shipping point; edible at 6¾c, f.o.b. shipping point. At midweek fair quantity of prime sold at 6½c, Cincinnati and special at 5¾c, Cincinnati, slightly deferred. Special tallow sold at 5¾c, Chicago and No. 3 at 4¾c, Chicago. Fair quantity of fancy sold at 6½c, Cincinnati, and edible at 6¾c, shipping point. Edible sold on Thursday at 6½c, f.o.b. shipping point; large soaper's ideas on tallow reported lower. Chicago quotations, loose basis, on Thursday were:

Edible tallow.....	6½ @ 6½
Fancy tallow.....	6½
Prime packers.....	6 @ 6½
Special tallow.....	5½ @ 5¾
No. 1 tallow.....	5 @ 5½

There was no London tallow auction this week. At Liverpool, Argentine good tallow, February-March shipment, was unchanged at 22s 6d and Australian good mixed, February-March shipment, was unchanged at 21s.

STEARINE—The market was quiet, routine and unchanged at New York. Oleo was offered at 7½c, plant.

At Chicago, the market was quiet and easier with oleo at 6¾@7c.

OLEO OIL—Demand was quiet at New York and the market was unchanged to ¼c lower. Extra was quoted at 9@9½c; prime, 8@8½c, and lower grades, 7½@8c.

(See page 41 for later markets.)

The market at Chicago was rather quiet but steady and unchanged with extra at 9c.

LARD OIL—Demand was rather limited at New York and the market was barely steady with prices unchanged to ¼c lower. No. 1 was quoted at 9¾c; No. 2, 9c; extra, 10½c; extra No. 1, 9¾c; extra winter strained, 10½c; prime edible, 12½c, and inedible, 11c.

NEATSFOOT OIL—Demand was rather limited at New York and the market was unchanged to ¼c lower. Cold test was quoted at 16¾c; extra, 10c; extra No. 1, 9¾c; pure, 12½c, and prime, 10¾c.

GREASES—Since demand was limited and tallow lower the grease market at New York was distinctly easier with prices declining ¼ to ¾c for the week. Grease offerings were not pressing but there was a lack of buying power. Bids were scarce at times with the result that a nominal level of 5 to 5½c prevailed for yellow and house. There were indications of some quiet trading but no evidence of any large buying. Reports of a fairly good soap business were offset by a disposition to look on pending developments.

At New York, choice white was quoted at 6½c and yellow and house at 5@5½c nominal.

Greases were somewhat easier at Chicago with fair volume. Tank brown grease sold late last week at 4½c, Chicago; two ears drum yellow at 4½c, Chicago, and tank yellow at 5c, Chicago. Very good brown grease sold early this week equal to 4½c, Chicago; brown sold later at 4¾c, f.o.b. shipping point. Brown sold on Wednesday at 4½c, Cincinnati, slightly deferred. White grease sold at 6c, shipping point, and drum brown at 4½c, River point. Large buyer's ideas on brown reported 4½@4¾c on Thursday. White grease was offered at 6½c, Chicago, and unsold. Tank of yellow grease sold at 4½c, Chicago, on Thursday and drum yellow at 4¾c, Chicago.

Chicago quotations, loose basis, on Thursday were:

Choice white grease.....	6 @ 6½
A-white grease.....	6 @ 5½
B-white grease.....	6 @ 5
Yellow grease, 10-15 f.f.a.....	4½ @ 4½
Yellow grease, 15-20 f.f.a.....	4½ @ 4½
Brown grease.....	4½ @ 4½

BY-PRODUCTS MARKETS

Chicago, February 3, 1938.

By-products markets continue quiet and nominal with little activity reported. General weakness in surrounding markets showed in demand for product.

Blood.

Blood market quiet and nominal.

Unit	Ammonia.
Unground	\$ @3.00

Digester Feed Tankage Materials.

Feeding tankage market steady with second quality 6 to 10% ammonia product quoted at \$3.00@3.15 & 10c.

Unground, 10 to 12% ammonia.....	\$ @3.15 & 10c
Unground, 6 to 10% choice quality	\$ @3.25 & 10c
Liquid stick	\$ @2.45

Packinghouse Feeds.

Market for packinghouse feeds reported good at quoted prices.

Carlots,	Per ton.
Digester tankage meat meal, 60%.....	\$ @52.50
Meat and bone scraps, 50%.....	\$ @47.50
Raw bone meal for feeding.....	\$ @35.00
Special steam bone meal.....	\$ @30.00

Bone Meals (Fertilizer Grades).

Market very quiet with prices quoted f.o.b. Chicago.

Per ton.
Steam, ground, 3 & 30.....
Steam, ground, 2 & 26.....

Fertilizer Materials.

Market continues quiet and unchanged.

Per ton.
High grdn. tankage, ground, 10@11% am.....
Bone tankage, ungrdn., low grn., per ton.....
Hoof meal

Dry Rendered Tankage.

Crackling market quiet and weak. Some product moved at quoted prices. Sellers asking 65c.

Hard pressed and expeller unground, per unit protein.....	\$ @62½
Soft prod. pork, ac. grease & quality, ton.....	@45.00
Soft prod. beef, ac. grease & quality, ton.....	@35.00

Gelatin and Glue Stocks.

Glue stock market quiet with prices quoted on l.c.l. lots.

Per ton.
Calf trimmings
Sinews, pizzles
Gatto Java, skulls and knuckles
Hide trimmings
Pig skin scraps and trim, per lb., l.c.l.

Horns, Bones and Hoofs.

Market quiet and nominal.

Per ton.
Horns, according to grade.....
Cattle hoofs

(Note.—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Animal Hair.

Market for hog hair nominal with

crude summer take-off \$40.00 per ton c.a.f. Chicago. Winter take-off \$80.00 per ton, Chicago.

Calf and field dried hog hair..... 2c @ 4c
Processed black winter, per lb..... 6c @ 9c
Cattle switches, each..... 2c @ 2½c

*According to count.

EASTERN FERTILIZER MARKETS

(Special Cable to The National Provisioner.)

New York, February 2, 1938.

Several cars of dried blood sold at \$3.00 per unit of ammonia, f.o.b. New York, which is the present quotation. South American is offered at \$3.35 per unit, c.i.f. Atlantic Coast ports, for February shipment.

Ground fertilizer tankage is held at \$2.90 and 10c, f.o.b. New York, and unground sold at \$2.80 and 10c, f.o.b. nearby shipping points, and South American ground tankage is offered at \$3.30 and 10c.

Japanese No. 1 sardine meal is offered for February shipment from Japan at \$46.00 per ton, c.i.f. North Atlantic Coast ports, and spot material has been bringing \$46.50 per ton ex-vessel, New York.

The demand for bone meal, both steamed and raw, is not up at last season, and offerings are being made at lower prices.

Dry rendered tankage holds around 62½c per unit for the 50 to 55 per cent protein, although buyers are trying to break the price down.

FERTILIZER PRICES

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports, Feb.-	20.50
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York.....	@ 3.00
Blood, dried, 16% per unit.....	nominal
Fish scrap, dried, 11% ammonia, 10% B. P. L., f.o.b. fish factory.....	nominal
Fish meal, foreign, 11½% ammonia, 10% B. P. L., c.i.f. spot.....	46.50
Fish meal, acidulated, 7% ammonia, 3% A.P.A., f.o.b. fish factories.....	46.00
Soda nitrate, per net ton, basis Feb.-	2.75 & 50c
June.....	27.00
In 200-lb. bags, Feb.-June.....	24.80
In 100-lb. bags, Feb.-June.....	29.00
Tankage, ground, 10-12% ammonia, 15% B. P. L., bulk.....	2.90 & 10c
Tankage, unground, 10-12% ammonia, 15% B. P. L., bulk.....	2.80 & 10c

Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.	22.50
Bone meal, raw, 4½% and 50%, in bags, per ton, c.i.f.	23.50
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% fat.....	9.00
Dry Rendered Tankage.....	62½c
50% unground.....	67½c

ANIMAL OILS

(Basis Chicago.)

Per lb.

Prime edible lard oil (max. 1% f.f.a.).....	11½
Prime burning oil (max. 1½% f.f.a.).....	11½
Prime lard oil (inedible) (max. 2% f.f.a.).....	10½
Extra W. S. lard oil (2-4% f.f.a.).....	10½
Extra lard oil (max. 5% f.f.a.).....	10½
Extra No. 1 lard oil (7-12% f.f.a.).....	9½
Special No. 1 lard oil (max. 15% f.f.a.).....	9
No. 2 lard oil (15-18% f.f.a.).....	8½
Acetified lard oil (max. 15% f.f.a.).....	8½
20° C. neatfoot oil (max. 1% f.f.a.).....	16½
Pure neatfoot oil (max. 1% f.f.a.).....	11½
Prime neatfoot oil (max. 5% f.f.a.).....	10½
Extra neatfoot oil (max. 12% f.f.a.).....	9½
No. 1 neatfoot oil (max. 15% f.f.a.).....	9

MARGARINE MATERIALS USED

Products used in margarine manufacture during December, 1937, compared with the quantities used in the same month a year ago are reported as follows:

Ingredients of uncolored oleomargarine:

	Dec., 1937. Ibs.	Dec., 1936. Ibs.
Babassue oil	664,845	1,014,639
Coconut oil	6,218,779	10,868,906
Corn oil	1,161,167	25,817
Cottonseed oil	18,915,006	12,601,937
Derivative of glycerine	100,069	125,411
Lecithin	6,092	2,127
Milk	6,652,630	7,153,649
Neutral lard	186,928	194,513
Oleo oil	682,490	1,899,925
Oleo stearine	254,778	296,814
Oleo stock	44,608	236,020
Olive oil .....	.....	151
Palm oil .....	.....	277,219
Palm kernel oil	515,277	161,613
Peanut oil	145,188	337,726
Salt	1,729,459	1,872,618
Sesame oil .....	.....	1,800
Soda (benzoate of)	13,694	15,438
Soya bean oil	2,725,995	3,813,294
Vitamin concentrate	331	.....
Total	39,017,236	40,988,717

Ingredients of colored oleomargarine:

	Dec., 1937. Ibs.	Dec., 1936. Ibs.
Babassue oil	6,722	305
Coconut oil	117	127
Corn oil	12	.....
Cottonseed oil	54,589	34,877
Derivative of glycerine	271	204
Milk	28,804	34,860
Neutral lard	4,335	3,770
Oleo oil	20,246	27,588
Oleo stearine	1,002	400
Oleo stock	514	2,859
Olive oil .....	.....	150
Palm oil .....	.....	6,220
Palm kernel oil	975	.....
Peanut oil	7	390
Salt	8,735	13,663
Soda (benzoate of)	27	110
Soya bean oil	9,575	2,440
Total	135,935	178,013

DEC. MARGARINE PRODUCTION

Margarine produced during December, 1937, with comparisons showing an increase of 9.5 per cent over the production of December, 1936, is reported as follows by margarine manufacturers:

	Dec., 1937. Ibs.	Dec., 1936. Ibs.
Production of uncolored margarine	37,273,984	38,812,503
Production of colored margarine	117,213	160,724
Total production	37,391,197	38,773,227
Uncolored margarine with-drawn tax paid.....	36,388,855	37,928,726
Colored margarine with-drawn tax paid.....	57,126	62,556

MEAT CAMPAIGN FLASHES

(Continued from page 11.)

area 1, with plans to contact retailers individually throughout this area. Much interest is developing.—G. A. Morrell, John Morrell & Co., Regional Co-Chairman.

DES MOINES, IA.—Meeting with retailers February 3 resulted in big attendance and great interest. All local chairmen are working hard. Meredith farm papers held a "Meat Week." Demonstrations at Iowa Farm Bureau convention were seen by 4,000 people. Local press and radio stations cooperating.—H. J. Nelson, Iowa Packing Co., District Chairman.

PENSACOLA, FLA.—Mass meeting with dealers on February 2 aroused much enthusiasm and program is work-

ing out fine.—J. D. Carroll, Swift & Co., City Chairman.

BUFFALO, N. Y.—Meeting last week laid groundwork for campaign, and much enthusiasm has been aroused.—E. W. Spitznagel, Jacob Dold Packing Co., Acting Chairman.

FLINT, MICH.—Meeting last week followed by mass meeting at later date. The ball is started rolling.—C. G. Schaub, Swift & Co., District Chairman.

DURHAM, N. C.—Packer sales meeting last week followed by mass meeting which starts the campaign off in good shape. Everybody is optimistic about results.—O. D. Kirkland, Swift & Co., City Chairman.

JOLIET, ILL.—Packer and jobber representatives are working hard in the field and are getting results on this meat campaign.—A. W. Verick, Armour and Company, City Chairman.

CUMBERLAND, MD.—Meeting at Cumberland this week started the campaign off in fine shape. Retailers are very cooperative.—B. E. Burken, Swift & Co., City Chairman.

BEATRICE, NEB.—Packer salesmen and executives met last week and planned for trade mass meeting. Advertising material getting big call.—L. E. Gallatin, Swift & Co., City Chairman.

CHARLOTTE, N. C.—Meeting attended by 60 packer representatives; only one man missing and he was sick. Mass meeting February 2 was a big success and got full cooperation from dealers. Newspapers giving fine support.—R. V. Reid, State Chairman.

KANSAS CITY.—Enthusiastic start-off meeting last week, followed by intensive work with retailers and chains. Getting wonderful support from everybody.—P. A. Dett, Armour and Company, Regional Co-Chairman.

SIOUX FALLS, S. D.—Governor Jensen issued a proclamation calling for support of the campaign and everybody is giving fine support.—G. Roberts, John Morrell & Co., State Chairman.

MARSHFIELD, WIS.—Newspapers, civic clubs and business as well as the meat trade giving the campaign hearty support.—R. W. Nisbet, Armour and Company, City Chairman.

ROCHESTER, N. Y.—This campaign is one of the most practical and thorough we have ever seen. Everybody is giving wonderful cooperation.—W. F. Rayhill, Rochester Packing Co., Co-Chairman.

PHOENIX, ARIZ.—Plans for trade and mass meeting have been completed, and everybody is working hard. Never saw such enthusiasm.—P. E. Tovrea, Tovrea Packing Co., Regional and State Chairman.

MINNEAPOLIS, MINN.—Mass meeting February 2 attended by over 400 retailers, hotel and restaurant men, farm school men and packer representatives was most enthusiastic. Dealers are asking for advertising material and seem eager to cooperate. Fine newspaper publicity.—C. E. Sheehy, Armour and Company, State Chairman.

VEGETABLE OILS

WEEKLY MARKET REVIEW

COTTONSEED oil futures at New York recovered somewhat this week from last week's setback. Liquidation appeared to have run its course and scattered commission house and trade absorption took surplus offerings out of the ring. The rally was aided by evidence of continued good cash demand for oil and shortening and by lack of pressure from Southern crude oil.

As future values reached the 7½c level, profit-taking again made its appearance and some professional and trade selling materialized, based on unsteadiness in lard and fear of cotton oil imports.

Sentiment was very mixed. Domestic distribution continued on a good scale with reports indicating the possibility that January consumption reached record-breaking proportions. Deliveries to the trade early in February remained large, according to cash handlers. This demand kept hedging pressure down to small proportions on futures.

Many in the speculative group have been impressed by the government's intention of keeping the next cotton crop down to around 10,600,000 bales. Such reduction, it is argued, would materially offset prospects for a good-sized carryover of cotton oil at the end of this season.

Shortening Close To Lard

While no undue price decline is expected, even among some of the bears, there is some belief that cotton oil prices are entirely too close to lard for heavy shortening demands to continue as lard stocks pile up. It is also felt in these quarters that foreign cotton oil has put a ceiling over the market. Brazil is believed to be anxious to sell oil here and continues to offer, although currently not at an attractive price. A bulge in cotton oil futures to 8c, however, might result in importation of fair quantities of Brazilian oil into the United States.

The English cotton oil market at Hull has recently been under pressure owing to the Egyptian cottonseed movement. Declines there appear to have been stayed in the past few days.

Crude markets in the South have been well maintained with large and small refiners seeking oil. Crude prices reached 6½c at one time but dropped to 6¼c. Offerings at this level were cleaned up and 6¼c was bid across the Belt. Most mills were holding for 6½c although a little oil was available in the Valley at 6¾c. Some of the Valley crude oil has recently been running as much as 20 per cent refining loss, according to reports.

More attention is being given to the new crop situation. A survey of numerous points throughout the Belt indi-

cated that farmers intend to cut acreage from 5 to 40 per cent, depending on the government crop control plan. First private estimate on 1938 cotton acreage indicated a prospective crop area of 27,000,000 to 29,000,000 acres.

COCOANUT OIL.—Demand was rather moderate at New York. Buyers were interested at 3¾c and sellers were quoting 3½ to 4c. The market was quoted at 3½c on the Pacific Coast.

CORN OIL.—Demand was moderate but the market was steady at New York. Sales were reported at 7c and sellers subsequently asked 7¼c.

SOYA BEAN OIL.—Offerings were not pressing and the market was steady. Far western points sold at 5½c and offered additional quantities. Nearby shipment at New York was 6c and spot at 6.2c.

PALM OIL.—Demand was rather limited at New York but the market was unchanged. Nigre was quoted at 3¾c and Sumatra oil at 4c.

PALM KERNEL OIL.—Demand was moderate and the market barely steady at New York at 4½@4¾c.

OLIVE OIL FOOTS.—Demand was small at New York with nearby stuff held at 8½c and forward shipment at 7½c.

PEANUT OIL.—Sales at 6¾c in the Georgia and Alabama area were said to have passed recently. Some contended that buyers will have to pay 7c to secure any quantities.

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., February 3, 1938.—Cotton oil has held well during the past week, considering the acute weakness in some of the major markets, especially stocks and bonds. Mills generally are asking 6¾@6½c lb. for crude oil, with occasional sales at 6½c lb. Quality still is exceptionally poor in many states. Future price will be influenced a great deal by the crop control farm measure now before Congress, which if favorable may advance oil from 1c to 2c per pound, while if unfavorable oil may work ½c lb. lower to ½c lb. higher than present prices, depending on continuance of good consumption and business conditions generally.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Texas, February 3, 1938.—Forty-three per cent cottonseed cake and meal, Dallas basis, for interstate shipments, \$23.00. Prime cottonseed oil 6½@6¾c.

COTTON OIL TRADING

COTTONSEED OIL.—Valley and Southeast crude were quoted on Wednesday at 6.25c paid; Texas 6.12½c bid at common points, Dallas 6.25c nominal.

Market transactions at New York:

Friday, January 28, 1938

	—Range—			—Closing—	
	Sales	High	Low	Bid	Asked
Feb.	...	...	...	745	a nom
Mar.	12	750	745	750	a trad
April	...	...	...	750	a nom
May	41	753	748	753	a trad
June	...	...	...	753	a nom
July	29	758	752	757	a 758
Aug.	...	...	...	757	a nom
Sept.	12	761	757	761	a trad

Saturday, January 29, 1938

Feb.	...	...	...	760	a nom
Mar.	2	756	756	756	a trad
April	...	...	...	755	a nom
May	21	758	754	758	a trad
June	...	...	...	760	a nom
July	32	763	760	763	a 765
Aug.	...	...	...	765	a nom
Sept.	17	768	761	768	a trad

Monday, January 31, 1938

Feb.	...	...	...	760	a nom
Mar.	16	765	760	762	a 763
April	...	...	...	763	a nom
May	15	768	763	765	a 767
June	...	...	...	767	a nom
July	54	773	769	770	a 772
Aug.	...	...	...	770	a nom
Sept.	12	776	771	773	a trad

Tuesday, February 1, 1938

Feb.	...	...	...	755	a nom
Mar.	9	764	761	759	a 760
April	...	...	...	760	a nom
May	20	766	761	761	a trad
June	...	...	...	760	a nom
July	41	774	765	765	a trad
Aug.	...	...	...	765	a nom
Sept.	8	776	769	769	a trad

Wednesday, February 2, 1938

Feb.	...	...	...	750	a nom
Mar.	26	759	755	753	a 755
April	...	...	...	755	a nom
May	17	761	757	758	a trad
June	...	...	...	758	a nom
July	27	766	761	762	a trad
Aug.	...	...	...	762	a nom
Sept.	22	770	765	765	a 766

Thursday, February 3, 1938

Mar.	...	753	749	749	...
May	...	758	752	755	a trad
July	...	763	756	760	a trad
Sept.	...	764	761	765	a trad

(See page 41 for later markets.)

HULL OIL MARKETS

Hull, England, February 3, 1938.—Refined oil, 20s 6d. Egyptian crude cottonseed oil, 17s 6d.

HIDES AND SKINS

WEEKLY MARKET REVIEW

Chicago

PACKER HIDES.—There has been no action in the Chicago packer hide market so far this week. The trading on a fairly large scale previous week seemed to have taken care of tanners' requirements for the present, and they appear to be confining their operations in raw stock to replacement purchases based on movement of leather.

There was nothing in the news outside the industry to encourage trading, due to further liquidation in security and some commodity markets. Hide futures followed that trend and, after opening the week sharply higher, sagged off later, the close on Thursday being 29@30 points below previous Friday.

Some packers are not offering winter hides as yet but are willing to move the balance of their earlier slaughter at prices steady with those obtained last week but interest has been lacking. Native steers are fairly well sold into November and, while 13c has been asked, this description usually finds only sole leather outlet during the winter months in competition with branded steers. Extreme light native steers moved at 10c last week for mostly Nov.-Dec. take-off. Branded steers sold at that time at 12½c for butt brands, 12c for Colorados and 12½c for heavy Texas steers, all July to Oct. take-off; light Texas steers offered at 11½c, and extreme light Texas steers sold at 9c for June forward.

Packer trading last week on cows was at 10c for July to Sept. heavy native cows and 9½c for a few late Dec.; 9½c for light native cows dating June to Nov.; 9c for branded cows dating June to Oct. Sales mentioned last week by Association on January cows at a cent less were later confirmed; also additional sales at end of last week consisting of 1,500 Jan. heavy native cows at 8½c, 1,000 Jan. light native cows 8½c, and 1,000 Jan. branded cows at 8c, steady prices.

One packer this week disclosed a sale of 1,500 July to Dec. native bulls made previous week at 8½c but this figure would be difficult to obtain at present, especially on late take-off; branded bulls nominally a cent under natives.

Receipts of cattle at the seven western markets for the first four days this week were 113,000 head, compared with 124,000 last week and 95,000 during same period last year.

OUTSIDE SMALL PACKER HIDES.—Several lots of good outside small packer all-weights of Dec.-Jan. take-off sold late this week basis 7½c, selected, del'd Chgo., for natives, brands ½c less. Some lots dating slightly earlier are being held at 8c but unsold.

PACIFIC COAST.—Three packers on the northwest coast moved 12,000 July-Aug.-Sept. cows early mid-week at

7½c, flat, f.o.b. shipping points. Later 3,500 Sept.-Oct. hides moved at 9c for all-light steers and 7½c for cows, and 8,000 winter cows were reported moving later at 6½c, flat.

FOREIGN WET SALTED HIDES.

—The movement to the States and to Europe last week of a large accumulation of rejects and light stock, as well as the earlier movement of standard steers, relieved pressure on this market and prices ½@½c higher were paid late this week on rejects and light hides. One lot of 4,000 Wilson steers sold to Europe at close of last week at 73 pesos, equal to 12½c, c.i.f. New York, steady with an earlier sale of a small lot of 500 heavy steers, or ½c over the price paid earlier in a large way. This week, 1,000 LaBlanca reject steers sold at 67½ pesos or 11½c; 1,000 Sansinena reject cows at 62 pesos or 10½c; 2,000 LaPlata reject cows at 62 pesos but equal to 10½c; and 4,000 Sansinena light steers at 72 pesos or 11½c, all going to Europe; also 1,250 Sansinena reject light steers at 64 pesos or 10¾c.

COUNTRY HIDES.—Trading in the country market has been at a standstill. Some dealers have refused to accept the bids available at present levels for their holdings and are inclined to wait out the market, in the hope of securing better prices later. However, there is reported to be a fair kill in the country now and, while outside collectors' present holdings were accumulated at higher prices, they will undoubtedly make a strong effort to average down on further accumulation of hides. Untrimmed all-weights quoted 6½@6¾c, selected, del'd Chicago; some dealers talk 6c as their top paying limits but admit they find offerings scarce at 6½c. Heavy steers and cows quoted 6½@6¾c nom., trimmed. Good trimmed buff weights quoted nominally around 7c, and trimmed extremes 8c, with some offerings available this basis. Bulls and glues around 5@5½c nom. All-weight branded hides around 5½c, flat.

CALFSKINS.—One packer late this week sold 5,000 Jan. Milwaukee all-weight calf basis 14½c for packers, steady with a similar sale of Dec. Milwaukee calf last week. There is more interest in light calf than in heavies. Packers have been offering Jan. and balance of Dec. calf at 16c for northern heavies 9½/15 lb., and 15c for River point heavies, with some lights reported possibly available at 14c in combination with heavies; other packers ask 15c for lights under 9½ lb., and a bid of 14c for lights alone was reported late this week but packers are not anxious to move the lights alone.

LATER: One packer sold 17,000 Jan. Milwaukee all-weight calf at 15c for packers; another sold 5,000 Jan. light calf under 9½ lb. at 15c.

One collector at close of last week sold a car each, 8/10 lb. city calf at 12c and 10/15 lb. also at 12c, in combination, and a car of 10/15 lb. was reported to have moved earlier at 12½c; 12c is obtainable at present on the heavy end, with 12@12½c talked on lights. Outside cities, 8/15 lb., quoted around 12c nom.; straight countries around 9@9½c flat asked. A bid of 90c was reported mid-week for Chicago city light calf and deacons but apparently no car lot accumulations offered, and 85c appeared top later.

LATER: Car 10/15 lb. city calf sold at 12c, steady.

KIPSKINS.—Some packer Jan. kip-skins, also unsold Dec. take-off, are offered basis 12c for northern natives, 11c for northern over-weights, and 9½@10c for brands; interest has been moderate at slightly under these figures.

Bids of 9c were reported late this week for Chicago city kip-skins, with 9½c asked. Outside cities nominal around 9c. Straight countries were available at 8c flat.

Last sale of packer Dec. regular slunks was at 77½c; packers' ideas steady, with sellers talking lower.

LATER: One packer sold 15,000 Dec.-Jan. northern native kips at 11c, 2,200 southern natives at 10c, and 2,200 northern over-weights at 10c; branded kips offered at 9c. Another sold 8,000 Dec.-Jan. northern native kips at 11c, and 1,500 Jan. northern over-weights at 10c.

HORSEHIDES.—Buying interest light on horsehides and only occasional sales mentioned. Good city renderers, with manes and tails, quoted around \$2.90@\$3.10, selected, f.o.b. nearby points; ordinary trimmed renderers \$2.45@\$2.60, del'd Chicago; mixed city and country lots around \$2.00, Chicago.

SHEEPSKINS.—Dry pelts nominal around 10½@11½c per lb., del'd Chicago. Quotations mostly nominal for shearlings, due to present light production; one big packer reports moving about 2,000 of the No. 1's at 75c, steady price, with others quoting around 5c less in a nominal way; No. 2's nominal at 50@55c, No. 3's around 45c nom. One packer sold a car pickled skins late last week at a price reported to be better than \$3.87½ but less than \$4.00, but admits this is not representative of present market and undoubtedly bids of \$3.50 would be considered for present rather poor quality available, but interest very light and bids lacking. Quotations on packer wool pelts range \$1.60@1.70 per cwt. live lamb in a nominal way; offerings at \$1.62½ reported to have been made in one direction.

New York

PACKER HIDES.—There has been very little interest apparent in this market during the week and trading awaited to establish values. Dec. forward branded hides are still available, with some native steers dating back to Aug. forward.

CALFSKINS.—There is reported to have been considerable confidential trad-

ing in calfskins in the eastern market, with details not yet disclosed. Collectors sold 3,000 of the 4-5's at 85c and a car of 5-7's at \$1.10, with 7-9's held at \$1.45 and 9-12's quoted around \$2.35. A sale of 3,000 packer 7-9's was reported at \$1.55; 5,000 of 12/17 butter-milks also sold at \$2.00.

CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended Jan. 29, 1938, were 3,720,000 lbs.; previous week, 3,900,000 lbs.; same week last year, 7,764,000 lbs.; from January 1 to Jan. 29 this year, 16,333,000 lbs.; for the same period one year ago, 27,479,000 lbs.

Shipments of hides from Chicago for the week ended Jan. 29, 1938, were 4,689,000 lbs.; previous week, 4,712,000 lbs.; same week last year 4,560,000 lbs.; from January 1 to Jan. 29 this year, 17,843,000 lbs.; same period a year ago, 17,869,000 lbs.

CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended Feb. 4, 1938, with comparisons:

PACKER HIDES.			
Week ended	Prev.	Cor. week.	
Feb. 4.	week.	1937.	
Spr. nat.	12½@13n	12½@13n	16 @16½n
Hvy. nat.	@12½n	12½@13n	@16
strs.	8 @7½	8 @8½n	11½
Hvy. Tex.	12½	12½	@16
strs.	12½	12½	@16
Hvy. butt brnd'd	12½	12½	@16
strs.	12½	12½	@16
Hvy. Col.	12	12	@15½
strs.	8 @9	8 @9	@13%
Exch't Tex.	8 @9	8 @9	@13%
strs.	8 @9	8 @9	@13%
Brnd'd cows.	8 @9	8 @9	@13%
Hvy. nat.	cows 8½@10	9½@10	@14
Lt. nat. cows.	8½@9½	9 @9½	@14
Nat. bulls.	8 @8½	8 @8½n	11½
Brnd'd bulls.	7 @7½	7 @7½	@10%
Calfskins	14 @16	14 @16n	23 @25%
Kips, nat.	6 @12½x	6 @12n	17 @17½
Kips, av. wt.	6 @11n	6 @11n	15½
Kips, brnd'd.	9½@10½x	9½@10½x	14½
Slunks, reg.	67½@n	67½@n	12½
Slunks, hrs.	35 @40	35 @40	55 @60

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND OUTSIDE SMALL PACKERS.			
Nat. all-wts.	7½	8 @ 8½	13 @ 14
Branded	7	7½@8	12½@13½
Nat. bulls.	6 @ 6½	6½@7	10½
Brnd'd bulls.	5½@6	5½@6	9½
Calfskins	12 @12½	11 @12½	21 @22
Kips	9 @ 9½	6@10n	14½@15
Slunks, reg.	60 @70n	65 @70n	105@115n
Slunks, hrs.	30 @80	35 @80	45 @50n

COUNTRY HIDES.			
Hvy. steers.	6½@6½n	6½@7n	10½@11
Hvy. cows.	6½@6½n	6½@7n	10½@11
Buffs	6½@6½n	6½@7n	11½@12½
Extremes	8n	8 @8½n	8 @9
Bulls	5 @5½n	5 @5n	8 @9
Calfskins	9 @9½@9	9 @9½	13½
Kips	7 @8x	7½@8n	12 @12½
Light calf.	55 @65n	55 @65n	110@120
Deacons	55 @65n	55 @65n	110@120
Slunks, reg.	40 @50n	40 @50n	80 @90n
Slunks, hrs.	10 @20n	10 @20n	15 @25n
Horsehides	2.00@3.10	2.10@3.25	4.75@5.75

SHEEPSKINS.			
Pkr. lambs.	.....	.....	.....
Sml. pkr.	lambs	2.25@2.35	
Pkr. shearlings	70 @75n	75 @75	1.40@1.50
Dry pelts	10½@11½n	11 @12n	23 @24

Watch Classified page for bargains in equipment.

WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS

Provisions

Hog products were steadier the latter part of the week due to commission house buying and absorption by spreaders, with more moderate hog arrivals. Packers continue to sell lard and hogs were very steady. Top hogs at Chicago were \$8.85.

Cottonseed Oil

Cotton oil was backing and filling with undertone firm. Trade is very mixed but no material pressure on the market. There was sufficient new buying to absorb selling and realizing. Cash trade was more moderate. Crude oil, 6½ bid; mills generally holding for higher prices.

Quotations on bleachable cottonseed oil at close of market on Friday were: March 7.59@7.62; May 7.53; July 7.71@7.72; Sept. 7.75@7.76. Sales 119 lots. Closing steady.

Tallow

Tallow, extra 5½c lb., f.o.b.

Stearine

Stearine, 7½c asked plants.

Friday's Lard Markets

New York, February 4, 1938.—Prices are for export. Lard, prime Western, \$9.05@9.15; middle Western, \$9.05@9.15; city, 8½c; refined Continent, 9½c; South American, 9½c; Brazil kegs, 9½c; compound, 9½c in carlots.

LIVERPOOL PROVISION PRICES

Prices of first quality product at Liverpool for the week of January 19:

Jan. 19,	Jan. 12,	Jan. 19,	
1938.	1938.	1937.	
per cwt.	per cwt.	per cwt.	
American green bellies.	\$17.51	\$17.67	\$18.00
Danish Wiltshire sides.	21.45	21.42	18.99
Canadian green sides.	17.81	17.83	16.85
American short cut green hams	18.85	18.86	20.49
American refined lard.	11.49	11.66	15.45

ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to February 4, 1938: To the United Kingdom, 86,092 quarters; to the Continent, 47,883. Last week to United Kingdom, 134,471 quarters; to the Continent, 23,246.

MEAT AND LARD EXPORTS

Exports of bacon and lard through port of New York during week ended February 4, 1938 totaled 143,385 lbs. of lard and 120,500 lbs. of bacon.

BRITISH PROVISION MARKETS

Liverpool, February 3, 1938.—General provision market steady; poor demand for lard, hams improving.

Friday's prices were: Hams, American cut, 83s; ham, long cut, exhausted; Liverpool shoulders, square, unquoted; picnics, unquoted; short backs, unquoted; bellies, English, 75s, Wiltshires, unquoted; Cumbrians, 69s; Canadian Wiltshires, 78s; Canadian Cumbrians, 81s; spot lard, 48s 6d.

LIVERPOOL PROVISION STOCKS

Provision stocks on hand February 1, 1938 as estimated by Liverpool Trade Association:

	Feb. 1, 1938.	Jan. 1, 1938.	Feb. 1, 1937.
Bacon, lbs.	351,008	77,840	170,240
Ham, lbs.	311,472	351,344	285,264
Shoulders, lbs.	3,136	560	12,208
Butter, cwt.	4,523	6,611	6,768
Cheese, cwt.*	18,792	23,306	14,541
Lard, steam (U. S.) tons	37	31	45
Lard, steam (Canada)			
Lard, steam (Argentina)		3	20
Lard, refined (U. S.) tons	871	558	499
Lard, refined (Canada)	48	50	71
Lard, refined (Can. & So. Amer.) tons	6	9	10

*(Ton of 2,240 lbs.; cwt., 112 lbs.)

PACKER AND FOOD STOCKS

Price ranges of listed stocks, February 2, 1938, or nearest previous date compared with a week ago.

Sales.	High.	Low.	Close.
Week ended	Feb. 2.	Feb. 2.	Feb. 2.
Amal. Leather..	1,800	2½	2½
Do. Pfd.	400	2½	2½
Auer. & L.	1,000	2½	2½
Do. Pfd.	200	2½	2½
Armer. Stores..	16,750	5%	5%
Armour Ills.	400	10	10
Do. Pfd.	300	65	65
Do. Pfd.	100	94½	94½
Do. Def. Pfd.	300	97½	97½
Beechnut Pack.	100	100	100
Boehack, H. C.	100	2½	2½
Chick. Co. Oli.	1,300	15	14½
Childs, Co.	800	4½	4½
Cudahy Pack.	700	15½	15½
Do. Pfd.	90	67½	67½
First Nat. Strs.	500	32	32
Gen. Foods.	3,000	32½	32½
Gildon Co. Th.	3,400	22½	21½
Do. Pfd.	100	46	46
Gobel Co.	1,000	2½	2½
Goet. & Pfd.	25	12½	12½
Do. New ...	250	48%	48%
Hormel, G. A.	150	18	17½
Hygrade Food.	100	2	2
Kroger G. & B.	3,000	16½	16
Libby McNeill.	1,050	8	8
Mickelberry Co.	1,600	2½	2½
M. & H. Pfd.	310	4½	4½
Morell & Co.	300	3½	3½
Nat. Gen. ...	300	3½	3½
Pope & Gamb.	4,200	47½	47½
Do. Pfd.	180	118½	118½
Rath Pack.			17½
Safeway Strs.	3,600	20	19½
Do. 5% Pfd.	60	76½	76½
Do. 6% Pfd.	220	92	92
Do. 7% Pfd.	280	102	101½
Stahl Meats.	4,050	17½	17½
Swift & Co.	1,800	24½	24½
Truus. Intl.			7½
U. S. Leather..	700	5½	5
Do. A...	3,300	8½	8½
Do. Pr. Pfd.			63
Wesson Oil.	1,100	29	29
Do. Pfd.	200	74½	74½
Wilson & Co.	9,300	4½	4½
Do. Pfd....	700	50½	50½

LIVE STOCK MARKETS

WEEKLY REVIEW

LIVESTOCK COST AND YIELD

Packers paid \$1,613,000,000 for livestock slaughtered under federal inspection in 1937. In 1936 they paid \$1,638,000,000 and annual average cost of the past 5 years was \$1,142,000,000. In December, 1937, packers paid \$137,000,000 for their livestock compared with \$175,000,000 in December 1936 and a 5-year-December average cost of \$106,000,000. December slaughter of all classes of livestock was considerably smaller than in the same month of 1936.

Cost of each class of livestock in 1937 with comparisons:

	1937.	1936.	5-yr. av.
Cattle	\$671,000,000	\$633,000,000	\$465,000,000
Calves	93,000,000	81,000,000	58,000,000
Hogs	710,000,000	795,000,000	516,000,000
Sheep	140,000,000	128,000,000	103,000,000

Total \$1,613,000,000 \$1,638,000,000 \$1,142,000,000

Slaughter of each class of livestock in each of the three periods was as follows:

	1937. Number.	1936. Number.	5-yr. av. Number.
Cattle	10,070,000	10,972,000	9,372,000
Calves	6,281,000	6,070,000	5,445,000
Hogs	31,642,000	36,055,000	39,692,000
Sheep	17,270,000	17,216,000	17,234,000

Meat produced by each class of livestock slaughtered and lard production in each period were:

	1937. lbs.	1936. lbs.	5-yr. av. lbs.
Beef	4,699,000,000	5,317,000,000	4,664,000,000
Veal	675,000,000	653,000,000	572,000,000
Fork and lard	5,301,000,000	6,101,000,000	6,759,000,000
Lamb and mutton	683,000,000	680,000,000	672,000,000

Total 11,359,000,000 12,751,000,000 12,667,000,000

Lard ... 787,000,000 992,000,000 1,250,000,000

Average dressed weight of cattle slaughtered in 1937 was 469.67 lbs. This was 18 lbs. lighter than the 1936 average and nearly 32 lbs. less than the 5-yr. av. yield. Calf average at 108.03 lbs. was slightly less than that of the previous year but 3 lbs. higher than the

5-year-average. Hogs averaged 167.84 lbs., which was nearly 2 lbs. less than the average of 1936 and 3 lbs. under the 5-year-average.

plants to Mississippi River crossings on product moving East of the Illinois-Indiana line (see THE NATIONAL PROVISIONER, page 18, Jan. 22, 1938).

PACKERS OPPOSE RATE RAISE

Earlier testimony by livestock producers and Chicago packers against a 15 per cent increase in meat and livestock freight rates has been supported at Interstate Commerce Commission hearings in Washington by opinions of representatives of Midwestern and Mid-eastern packing companies. C. A. Heath, traffic manager, Rath Packing Co.; Harry W. Davis, John Morrell & Co., and C. E. Saddy, traffic manager, Oscar Mayer & Co., Madison, Wis., agreed in general terms with views of Chicago packers. Clement C. Hibbard, Kingan & Co., speaking for Indianapolis, Cincinnati, Detroit, Pittsburgh and Wheeling processors, also supported their stand.

J. F. Daniels, representing Kansas City Stock Yards Co. and Kansas City, Kan., Chamber of Commerce, presented a resolution by Chamber of Commerce directors stating that they opposed any advances in addition to increases made effective November 15 and December 20, 1937, on fresh meat, packinghouse products and related articles.

MIDWEST-EAST MEAT RATES

Rath Packing Co., Geo. A. Hormel & Co., Tobin Packing Co. and Estherville Packing Co. have asked reopening and rehearing in L. and S. No. 4367, fresh meats, Iowa and Minnesota, to the East. The Interstate Commerce Commission examiner recently recommended in this case that the commission find proposed higher rates unjustified but establish new proportionals from interior Iowa

MEAT RATES FROM MADISON

Railroad freight rates on fresh meats, straight or mixed carloads, from Madison, Wis., to various points in Central territory on and East of Illinois-Indiana line, on and North of the Ohio River to Wheeling, and on and West of a line drawn through Wheeling, Pittsburgh and Franklin, Pa., Salamanca, Buffalo and Niagara Falls, N. Y., have been attacked as unjust and unreasonable in the case of Oscar Mayer & Co. vs. Baltimore & Ohio et al. (No. 27954). New rates have been asked.

HOG WEIGHTS AND COSTS

Average weight and cost of hogs at 11 principal markets, December, 1937:

Dec., 1937. Nov., 1937. Dec., 1936.

	WT. LBS.	WT. CWT.	WT. LBS.	WT. CWT.
Chicago	235	\$7.90	235	\$6.65
East St. Louis	224	7.97	225	8.64
Kansas City	231	7.66	227	8.84
Omaha	238	7.57	236	8.08
Sioux City	242	7.58	244	8.01
South St. Joseph	231	7.64	232	8.18
South St. Paul	280	7.55	224	8.30
Cincinnati	225	8.18	218	8.72
Denver	234	7.55	230	8.21
Fort Worth	212	7.50	207	8.35
Wichita	237	7.67	229	8.22

CANADIAN BRANDED BEEF

Beef branded in Canada during December, 1937, totaled 3,253,106 lbs. compared with 4,066,816 lbs. in the same month of 1936. For the twelve months of 1937 the amount branded totaled 37,766,581 lbs. against 45,266,775 lbs. in



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CORN BELT DIRECT TRADING

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., February 3, 1938.—At 20 concentration points and 10 packing plants in Iowa and Minnesota, the market had a fairly strong undertone most of the week due principally to relatively slow loadings. Current prices, compared with last week's close, are generally 5 to 10c higher on both butcher hogs and packing sows, with spots steady and in some instances up 15c. In today's trade, good and choice 170 to 220 lb., \$8.15@8.30; with strictly choice 170 to 200 lb., quotable to \$8.40, sparingly; 220 to 250 lb., \$7.90@8.15; 250 to 290 lb., \$7.35@7.90; 290 to 350 lb., \$6.85@7.35; 160 to 180 lb., \$8.05@8.30. Light weight sows mostly \$6.40@6.50; a few to \$6.55; 350 to 550 lb., kind, \$6.05@6.40.

Receipts for the week ended Thursday, February 3, 1938, are reported as follows:

	This week.	Last week.
Friday, Jan. 28.....	27,000	55,500
Saturday, Jan. 29.....	21,400	43,400
Monday, Jan. 31.....	42,000	50,100
Tuesday, Feb. 1.....	42,300	18,200
Wednesday, Feb. 2.....	27,100	22,700
Thursday, Feb. 3.....	16,000	66,700

CANADIAN LIVESTOCK PRICES

STEERS.

	Week ended Jan. 27.	Last week.	Same week 1937.
Top Prices			
Toronto	\$6.25	\$6.75	\$7.50
Montreal	6.60	6.75	7.00
Winnipeg	5.50	6.00	7.00
Calgary	4.50	5.00	6.75
Edmonton	4.00	6.00	6.25
Prince Albert	4.75	4.00	
Moose Jaw	4.75	5.50	5.50
Saskatoon	4.50	4.75	5.00

VEAL CALVES.

	\$11.00	\$11.50	\$12.00
Toronto	10.00	10.00	10.00
Montreal	8.50	9.00	8.50
Winnipeg	6.50	6.00	7.00
Calgary	7.00	7.00	7.00
Prince Albert	5.00	4.00	
Moose Jaw	6.50	6.50	6.50
Saskatoon	8.00	7.50	7.00

SELECT BACON HOGS.

	\$8.75	\$8.75	\$8.85
Toronto	8.25	9.00	8.75
Montreal (1)	8.75	8.50	8.10
Winnipeg	8.15	8.10	7.85
Calgary	8.25	8.15	7.65
Edmonton	8.50	8.15	7.65
Prince Albert	8.50	8.25	7.85
Moose Jaw	8.50	8.35	7.85
Saskatoon	8.50	8.25	7.85

(1) Montreal and Winnipeg hogs sold on a "fed and watered" basis. All others "off trucks."

GOOD LAMBS.

	\$8.25	\$8.25	\$10.75
Toronto	7.00	7.50	9.50
Montreal	7.25	7.25	8.50
Winnipeg	6.25	6.25	8.75
Calgary	6.50	6.50	8.00
Edmonton	6.15	6.15	8.00
Prince Albert	6.25	6.25	8.00
Moose Jaw	6.25	7.00	
Saskatoon	6.75	6.75	

ST. LOUIS HOGS IN JANUARY

Receipts, weights and range of top prices for hogs at National Stock Yards, Ill., for January, 1938, with comparisons, reported by H. L. Sparks & Co.:

	Jan. 1938.	Jan. 1937.
Receipts, head	251,480	271,063
Average weight, lbs.	229	221
Top prices:		
Highest	\$9.15	\$10.90
Lowest	8.25	10.00
Average cost	8.05	10.19

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, February 3, 1938, as reported by the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs, excluded). CHICAGO. E. ST. LOUIS. OMAHA. KANS. CITY. ST. PAUL.

BARROWS AND GILTS.

Good-choice:

140-160 lbs.....	\$ 8.35 @ 8.70	\$ 8.25 @ 8.65	\$ 8.00 @ 8.25	\$ 8.15 @ 8.32	\$ 8.15 @ 8.36
160-180 lbs.....	8.40 @ 8.75	8.40 @ 8.75	8.10 @ 8.25	8.15 @ 8.35	8.15 @ 8.35
180-200 lbs.....	8.45 @ 8.75	8.60 @ 8.75	8.15 @ 8.25	8.10 @ 8.35	8.05 @ 8.35
200-220 lbs.....	8.40 @ 8.70	8.50 @ 8.75	8.00 @ 8.25	8.10 @ 8.35	7.80 @ 8.25
220-250 lbs.....	8.00 @ 8.60	8.00 @ 8.65	7.65 @ 8.15	7.80 @ 8.30	7.45 @ 8.00
250-290 lbs.....	7.75 @ 8.25	7.50 @ 8.15	7.20 @ 7.85	7.25 @ 8.05	7.00 @ 7.60
290-350 lbs.....	7.50 @ 7.85	7.10 @ 7.60	6.85 @ 7.40	6.90 @ 7.40	6.75 @ 7.00

Medium:

140-160 lbs.....	7.75 @ 8.35	7.75 @ 8.40	.....	.....	.....
160-180 lbs.....	7.75 @ 8.40	7.85 @ 8.50	.....	.....	.....
180-200 lbs.....	7.65 @ 8.45	8.10 @ 8.60	.....	.....	.....

PACKING SOWS:

Good:

275-350 lbs.....	7.10 @ 7.25	6.85 @ 7.10	6.60 @ 6.65	6.50 @ 6.75	6.40 @ 6.60
350-425 lbs.....	6.90 @ 7.15	6.75 @ 7.00	6.60 @ 6.65	6.35 @ 6.60	6.30 @ 6.55
425-550 lbs.....	6.75 @ 7.00	6.65 @ 6.85	6.50 @ 6.60	6.25 @ 6.50	6.15 @ 6.40

Medium:

275-550 lbs.....	6.35 @ 7.00	6.25 @ 6.85	.....	.....	.....
STEAKERS, choice:					
100-140 lbs.....	7.75 @ 8.50	7.00 @ 8.50	.....	8.25 @ 8.75	8.25 @ 8.75
STEAKERS, medium:					
100-140 lbs.....	7.50 @ 8.35	6.50 @ 8.25	.....	8.25 @ 9.00	.....

SLAUGHTER CATTLE, CALVES AND VEALERS:

STEERS, choice:

750-900 lbs.....	7.75 @ 8.50	7.50 @ 8.25	7.50 @ 8.50	7.50 @ 8.50	7.25 @ 8.25
900-1100 lbs.....	8.00 @ 9.75	7.50 @ 8.50	7.50 @ 9.00	7.50 @ 8.75	7.50 @ 8.75
1100-1300 lbs.....	8.25 @ 9.75	7.75 @ 8.75	7.75 @ 9.00	7.75 @ 8.75	7.75 @ 9.25
1300-1500 lbs.....	8.50 @ 9.75	.....	7.75 @ 9.00	.....	7.75 @ 9.25

STEERS, good:

750-900 lbs.....	7.00 @ 8.25	6.75 @ 7.50	6.50 @ 7.50	6.50 @ 7.50	6.50 @ 7.50
900-1100 lbs.....	7.00 @ 8.25	6.75 @ 7.75	6.50 @ 7.75	6.75 @ 7.75	6.50 @ 7.75
1100-1300 lbs.....	7.00 @ 8.50	7.00 @ 7.75	6.75 @ 7.75	6.75 @ 7.75	6.75 @ 8.00

STEERS, medium:

750-900 lbs.....	6.50 @ 7.00	6.25 @ 7.00	5.50 @ 6.75	5.75 @ 6.75	5.50 @ 6.75
1100-1300 lbs.....	6.50 @ 7.00	6.50 @ 7.00	6.00 @ 6.75	5.75 @ 6.75	6.00 @ 6.85

STEERS, common:

750-1100 lbs.....	6.00 @ 6.50	5.75 @ 6.50	5.00 @ 6.00	5.00 @ 5.75	5.00 @ 6.00
1100-1300 lbs.....	5.25 @ 6.00	5.00 @ 6.00	4.75 @ 5.25	4.75 @ 5.25	4.75 @ 5.25

STEERS AND HEIFERS:

Choice:	750-900 lbs.....	7.50 @ 8.25	7.00 @ 7.75	6.75 @ 7.50	6.75 @ 7.50
Good:	750-900 lbs.....	7.00 @ 8.00	6.75 @ 7.50	6.75 @ 7.50	6.85 @ 7.65
Medium:	750-900 lbs.....	7.00 @ 8.00	6.75 @ 7.50	6.75 @ 7.50	6.75 @ 7.50

COWS, all weights:

Choice	6.25 @ 6.75	.....	.....	.....	.....
Good	5.75 @ 6.25	5.75 @ 6.25	5.25 @ 5.75	5.25 @ 5.75	5.25 @ 5.75
Medium	5.25 @ 5.75	5.25 @ 5.75	4.75 @ 5.25	4.75 @ 5.25	4.75 @ 5.25
Common	4.75 @ 5.25	4.75 @ 5.25	4.50 @ 4.75	4.50 @ 4.75	4.35 @ 4.75
Low cutter and cutter.....	3.75 @ 4.75	3.25 @ 4.75	3.75 @ 4.50	3.50 @ 4.50	3.25 @ 4.50

BULLS, yearlings excluded:

All weights:	Good	6.00 @ 6.75	6.25 @ 6.75	5.50 @ 6.25	6.00 @ 6.50	5.85 @ 6.15
Good	6.00 @ 6.50	6.50 @ 6.75	6.00 @ 6.75	6.00 @ 6.75	6.00 @ 6.75	6.00 @ 6.75
Medium	5.00 @ 6.00	5.50 @ 6.50	5.00 @ 6.00	5.25 @ 6.00	5.00 @ 6.00	5.15 @ 5.85
Common	4.50 @ 5.00	4.75 @ 5.50	4.00 @ 5.00	4.50 @ 5.25	4.25 @ 5.25	4.25 @ 5.25

VEALERS (all weights):

Choice	10.50 @ 11.00	11.50 only	9.00 @ 10.00	9.50 @ 10.50	9.50 @ 10.50
Good	9.00 @ 10.50	10.25 @ 11.50	8.00 @ 9.00	8.00 @ 9.50	8.00 @ 9.50
Medium	7.00 @ 9.00	9.00 @			

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, January 29, 1938, as reported to The National Provisioner:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	7,961	7,531	18,083
Swift & Co.	3,954	6,075	14,288
Wilson & Co.	5,010	4,160	9,466
G. H. Hammond Co.	2,118		
Shippers	10,975	20,969	17,013
Others	9,049	27,044	14,968
Brennan Packing Co., 1,700 hogs; Western Packing Co., Inc., 4,152 hogs; Agar Packing Co., 6,275 hogs.			
Total:	39,963	cattle; 4,475 calves; 78,750 hogs; 74,653 sheep.	
Not including 235 cattle, 365 calves, 34,378 hogs and 1,039 sheep bought direct.			

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,939	1,037	2,112	7,110
Cudahy Pkg. Co.	1,818	705	1,024	5,085
Swift & Co.	2,432	682	1,106	4,115
Wilson & Co.	2,665	658	1,064	3,237
Indep. Pkg. Co.			283	.....
Meyer Kornblum Pkg. Co.	837			
Others	3,800	314	2,080	4,667
Total	15,500	3,396	7,689	24,214
Not including 37,916 hogs bought direct.				

OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour and Co.	5,408	8,963	6,686
Cudahy Pkg. Co.	4,535	5,830	10,223
Dold Pkg. Co.	704	5,509	.....
Swift & Co.	4,366	4,130	7,696
Others		14,199	7,635
Cattle and calves: Eagle Pkg. Co., 24; Greater Omaha Pkg. Co., 106; Geo. Hoffman, 36; Lewis Pkg. Co., 721; Nebraska Beef Co., 304; Omaha Pkg. Co., 168; Jim Roth & Sons, 85; South Omaha Pkg. Co., 162; Mercantile Pkg. Co., 2; Lincoln Pkg. Co., 195; Wilson & Co., 171.			
Total: 16,990 cattle and calves; 33,122 hogs; 32,240 sheep.			
Not including 13,479 hogs and 1,607 sheep bought direct.			

EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,581	1,143	6,010	5,831
Swift & Co.	2,484	1,010	3,201	7,358
Hill Pkg. Co.	1,612	408	2,072	1,070
Heil Pkg. Co.			2,17	.....
Krey Pkg. Co.			2,946	.....
Laclede Pkg. Co.			1,616	.....
Siebold Pkg. Co.			1,403	.....
Slipper Pkg. Co.	2,308	3,884	19,230	684
Others	2,157	389	14,989	9,989
Total	11,142	6,834	53,624	14,932
Not including 1,131 cattle, 2,691 calves, 36,151 hogs and 528 sheep bought direct.				

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,442	503	5,551	13,633
Armour and Co.	2,024	500	6,136	7,085
Others	1,244	8	1,759	215
Total	5,710	1,020	13,446	20,933
Not including 1,470 hogs bought direct.				

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,821	136	11,003	4,785
Armour and Co.	2,950	110	11,502	4,900
Swift & Co.	2,649	82	5,733	4,362
Others	315	16	26	8
Shippers	2,069	36	7,564	703
Total	10,804	390	35,828	14,843

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,596	1,167	2,546	833
Wilson & Co.	3,069	1,408	2,607	696
Others	302	33	660	.....
Total	5,907	2,608	5,813	1,529
Not including 891 hogs bought direct.				

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Sons	30		169	
E. Kahn's Sons Co.	763	186	4,699	473
Lohrey Pkg. Co.	2		299	.....
H. H. Meyer Pkg. Co.	15		2,410	.....
J. Schlachter's Son	154	115	56	56
J. & F. Schroth Pkg. Co.	27		2,482	.....
J. Stegner Co.	292	165	1,283	.....
Shippers	1,537	656	696	340
Total	2,790	1,152	11,839	1,047
Not including 589 cattle, 27 calves, 4,691 hogs and 1,254 sheep bought direct.				

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,239	903	1,246	2,455
Dole Pkg. Co.	669	94	910	40
Dunn-Ostertag	71			
Fred W. Dold	123		408	.....
Sunflower Pkg. Co.	49		137	.....
Pioneer Cattle Co.	41			
United Pkg. Co.	139			
Keefe Pkg. Co.	240			
Total	2,571	907	2,701	2,495

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,006	176	1,476	12,968
Swift & Co.	669	156	2,527	10,688
Cudahy Pkg. Co.	682	128	1,681	1,521
Others	2,238	276	1,180	4,865
Total	4,625	736	6,864	30,042

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,330	2,207	13,645	2,494
Cudahy Pkg. Co.	865	1,377	809	.....
Swift & Co.	4,944	3,163	18,784	7,683
Morgan & Son & Son	200	200	1,590	.....
United Pkg. Co.	2,108	201	.....
J. T. McMillan Co.	10	155	.....
Others	1,550	217	4,511	916
Total	12,090	7,506	36,940	11,902

Not including 40 cattle, 76 calves, 7,312 hogs and 227 sheep bought direct.

CHICAGO LIVESTOCK

Statistics of Livestock at the Chicago Union Stock Yards for current and comparative periods:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Jan. 24	16,561	1,403	30,747	21,031
Tues., Jan. 25	5,084	979	12,325	5,444
Wed., Jan. 26	10,477	849	26,199	10,510
Thurs., Jan. 27	8,494	1,047	25,181	16,046
Fri., Jan. 28	1,535	484	20,102	11,423
Sat., Jan. 29	200	100	4,000	2,500
Total this week	40,673	4,862	118,564	66,985
Previous week	45,569	7,034	150,964	72,983
Year ago	42,428	7,472	115,293	57,938
Two years ago	38,745	7,375	89,571	64,140

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Jan. 24	3,270	39	5,707	6,093
Tues., Jan. 25	2,186	1	4,045	2,613
Wed., Jan. 26	2,769	229	2,964	1,125
Thurs., Jan. 27	1,761	8	2,764	4,447
Fri., Jan. 28	755	219	4,313	1,621
Sat., Jan. 29	200	.....	300	200
Total this week	10,941	496	20,183	16,099
Previous week	12,720	799	24,460	22,947
Year ago	12,207	956	15,499	5,654
Two years ago	10,352	967	17,508	13,971

JANUARY AND YEAR RECEIPTS.

Receipts thus far this month and 1938 to date with comparisons:

	1938.	1937.	Gain.	Loss.
Cattle	171,578	181,024	.....	\$ 9,446
Calves	25,359	32,303	.....	6,944
Hogs	558,868	503,775	55,093	.....
Sheep	272,588	254,079	17,709	.....
Avg. 1938-1937	\$ 8.05	\$ 8.95	.....	\$ 8.80

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Lambs.
Week ended Jan. 29	29.732	19.381	52,836
Previous week	32,790	125,811	52,698
1937	30,372	99,827	51,551
1936	28,558	72,265	50,451
1935	29,807	80,663	60,976
1934	28,700	167,700	40,700

HOG RECEIPTS, WEIGHTS AND PRICES.

No.	wt.	rec'd.	lbs.	Top.	Av.
*Week ended Jan. 29	118,600	242	9,10	\$ 8.15	
Previous week	150,964	242	8,75	8.75	
1937	10,75	10,00	5,50	10,45	
1936	8,95	10,05	4,85	10,35	
1935	10,40	7,70	4,00	8,60	
1934	6,50	3,70	3,55	8.90	
1933	4,95	3,30	2,05	7.75	
Avg. 1933-1937	128,400	230	7,40	\$ 6.95	

*Receipts and average weights estimated.

CHICAGO HOG SLAUGHTERS.

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended January 29, 1938.

CATTLE.			
	Week ended Jan. 29.	Prev. week,	Cor. week,
Chicago	29,243	33,276	29,125
Kansas City	18,894	22,536	21,106
Omaha*	17,131	19,536	17,749
East St. Louis	8,834	11,195	17,417
St. Joseph	6,160	7,062	6,110
Sioux City	9,079	9,953	8,669
Wichita*	3,568	4,222	4,453
Fort Worth			6,676
Philadelphia	1,705	2,002	2,280
Indianapolis	1,605	2,271	2,146
New York & Jersey City	8,780	8,830	9,021
Oklahoma City*	8,515	10,580	10,785
Cincinnati	2,790	3,657	
Denver	4,712	3,664	4,708
St. Paul	10,320	13,373	11,861
Milwaukee	2,934	3,486	3,469
Total	134,473	155,765	136,313
*Cattle and calves.			

HOGS.			
Chicago	136,424	147,523	126,393
Kansas City	44,168	40,121	37,072
Omaha	55,809	52,131	35,762
East St. Louis	54,252	68,668	60,033
St. Joseph	16,972	20,363	11,738
Sioux City	45,915	51,057	26,306
Wichita	5,176	5,471	4,782
Fort Worth			7,958
Philadelphia	18,129	17,166	15,575
Indianapolis	10,963	10,481	11,068
New York & Jersey City	47,139	53,006	44,170
Oklahoma City	6,704	8,291	5,974
Cincinnati	11,839	18,815	
Denver	7,643	7,784	13,204
St. Paul	52,807	57,929	38,665
Milwaukee	9,435	12,658	9,326
Total	526,069	575,700	448,465

SHEEP.			
Chicago	58,700	61,116	51,540
Kansas City	24,214	22,287	27,676
Omaha	23,923	20,214	27,281
East St. Louis	14,248	13,706	9,067
St. Joseph	20,718	18,449	18,935
Sioux City	14,140	13,010	14,059
Wichita	2,935	4,346	1,642
Fort Worth			9,220
Philadelphia	4,619	4,926	3,503
Indianapolis	4,286	4,485	2,294
New York & Jersey City	66,588	70,574	66,420
Oklahoma City	1,529	3,622	2,671
Cincinnati	1,047	2,678	
Denver	7,352	6,687	8,305
St. Paul	10,986	16,481	26,245
Milwaukee	1,331	2,560	1,828
Total	256,135	265,234	271,018

*No 1937 figures reported because of flood.

CATTLE IMPORTS LARGER

Nearly 96,000 more cattle and calves for slaughter were imported into the United States, principally from Mexico and Canada, during 1937 than in 1936. Canada continued to supply the bulk of the cattle weighing 700 lbs. and over and those weighing under 175 lbs., while the bulk of the import of animals weighing from 175 to 700 lbs. came from Mexico. Imports from both countries during December, 1937 were well under those of the same month of 1936.

Imports for December 1937 and 1936 and for the calendar years 1937 and 1936 are reported as follows:

	Dec., 1937.	Dec., 1936.	12 mos., 1937.	12 mos., 1936.
Cattle,				
700 lbs. or over:				
Canada	719	1,028	164,191	143,219
Mexico	....	30	24,792	21,992
Total	719	1,058	188,983	165,211
175 to 700 lbs.:				
Canada	515	1,496	50,355	35,149
Mexico	5,426	8,498	172,717	140,439
Total	5,941	9,994	223,072	175,588
Under 175 lbs.:				
Canada	1,604	1,003	50,792	55,665
Mexico	....	....	1,259	1,615
Total	1,604	1,003	82,051	57,310
From other countries	10	64	839	1,004
Total all cattle	8,288	12,209	494,045	399,113

Week Ending February 5, 1938

MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics.)

WESTERN DRESSED MEATS.

	NEW YORK.	PHILA.	BOSTON.
Week ending Jan. 29, 1938	8,002½	2,727	2,776
Week previous	9,297	2,854	2,855
Same week year ago	9,456	2,265	2,340
Week ending Jan. 29, 1938	1,800	1,553	2,488
Week previous	986½	1,514	2,301
Same week year ago	8,191	1,603	2,562
Week ending Jan. 29, 1938	208	883	21
Week previous	254	297	21
Same week year ago	244	395	23
Week ending Jan. 29, 1938	10,957	1,946	697
Week previous	8,018	1,830	496
Same week year ago	10,183	1,945	834
Week ending Jan. 29, 1938	43,187	16,009	16,916
Week previous	39,362	16,703	15,660
Same week year ago	55,125	18,407	13,742
Week ending Jan. 29, 1938	4,394	590	1,199
Week previous	2,908	463	524
Same week year ago	5,349	1,004	1,110
Week ending Jan. 29, 1938	2,202,132	493,249	386,387
Week previous	2,429,987	528,082	415,631
Same week year ago	1,968,504	473,118	362,087
Week ending Jan. 29, 1938	431,220	.....	.....
Week previous	431,810	.....	.....
Same week year ago	877,742	.....	.....

LOCAL SLAUGHTERS.

Week ending Jan. 29, 1938	8,780	1,705	.....
Week previous	8,830	2,092	.....
Same week year ago	9,021	2,280	.....
Week ending Jan. 29, 1938	13,867	2,138	.....
Week previous	15,535	2,416	.....
Same week year ago	10,829	2,291	.....
Week ending Jan. 29, 1938	47,130	18,123	.....
Week previous	51,370	17,109	.....
Same week year ago	44,570	15,575	.....
Week ending Jan. 29, 1938	66,538	4,619	.....
Week previous	70,574	4,926	.....
Same week year ago	66,420	3,505	.....

RECEIPTS AT CHIEF CENTERS

Week ended Jan. 29, 1938:

At 20 markets:

	Cattle.	Hogs.	Sheep.
Week ended J.	183,000	441,000	281,000
Previous wee*	219,000	545,000	328,000
1937	199,000	420,000	328,000
1936	213,000	364,000	316,000
1935	200,000	368,000	304,000

At 11 markets:

	Hogs.
Week ended Jan. 29.	389,000
Previous week	378,000
1936	361,000
1935	293,000
1934	312,000
1933	540,000
1932	471,000
1931	572,000

At 7 markets:

	Cattle.	Hogs.	Sheep.
Week ended Jan. 29.	134,000	336,000	193,000
Previous week	152,000	425,000	217,000
1937	141,000	318,000	105,000
1936	139,000	250,000	200,000
1935	149,000	271,000	233,000
1934	140,000	476,000	186,000
1933	118,000	420,000	223,000
1932	118,000	520,000	275,000

NEW YORK LIVESTOCK

Receipts week ended January 29, 1938:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	4,851	8,848	5,646	29,189
Central Union	1,751	812	12,535	.....
New York	144	2,020	17,306	5,152

Total 6,246 11,680 23,006 46,876

Last week 6,865 15,015 27,384 66,013

Two weeks ago 6,814 14,828 24,929 58,787

PACIFIC COAST LIVESTOCK

Receipts five days ended Jan. 28, 1938:

	Cattle.	Calves.	Hogs.	Sheep.
Los Angeles	6,480	1,771	1,355	3,568
San Francisco	1,890	40	2,125	3,550
Portland	8,115	825	8,800	3,600

DIRECTS—Los Angeles: Cattle, 30 cars; calves, 1 car; hogs, 146 cars; sheep, 48 cars. San Francisco: Cattle, 335 head; calves, 23 head; hogs, 3,600 head; sheep, 1,550 head. Portland: Hogs, 5,268 head.

CANADIAN INSPECTED KILL

	Dec., 1937.	12 mos., 1937.	12 mos., 1936.
Cattle	65,801	922,061	920,229
Calves	28,998	702,405	602,616
Hogs	375,246	8,802,141	3,562,534
Sheep	61,250	821,758	830,975

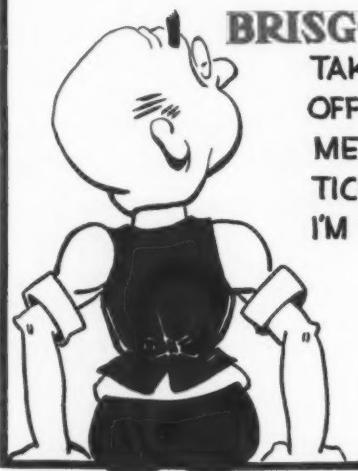
CHICAGO PACKER PURCHASES

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 24,080 cattle, 4,918 calves, 421,130 hogs and 31,149 sheep.

BRISGO*

THAT'S IT,
MISTER PACKER!

IT'S THE SLICKEST METHOD OF
TAKING THE HAIR OFF YOUR HOGS
THAT HAS YET BEEN INVENTED----
AND I MEAN ALL THE HAIR!
IT'S THE NEWEST THING OUT
FOR DEPILATING HOGS
AND IT HAS PROVED TO BE
EASY, THOROUGH, ECONOMICAL!



BRISGO

TAKES THE WORRY WRINKLES
OFF YOUR CORRUGATED BROW BECAUSE ITS USE
MEANS ABSOLUTELY CLEAN HOGS,
TICKLED RETAILERS, AND SATISFIED CUSTOMERS.
I'M TELLING YOU, MISTER PACKER, DON'T HESITATE!
USE THE COUPON BELOW-----

HERCULES NAVAL STORES

HERCULES POWDER COMPANY

Incorporated

910 Market Street
WILMINGTON, DELAWARE



BRANCH OFFICES

CHICAGO
NEW YORK
ST. LOUIS
SALT LAKE CITY
SAN FRANCISCO



*Reg. U.S. Pat. Off. by Hercules Powder Company

HERCULES POWDER COMPANY

910 Market Street,
Wilmington, Delaware.

PLEASE SEND INFORMATION ABOUT BRISGO

Name _____

Company _____

Street _____

City _____ State _____

MM-11

Up and Down THE MEAT TRAIL

Meat Packing 40 Years Ago

(From The National Provisioner, Feb. 5, 1898.)

World supply of lard on January 31, 1898, was estimated at 55,000,000 tierces.

Gordon & Ironsides, Winnipeg, Manitoba, made plans for the erection of an abattoir with a capacity of 1,000 cattle per week as an addition to their plant.

Schwarzchild & Sulzberger purchased a 19-acre tract at St. Joseph, Mo., and contracts were let for the erection of a packing plant.

Dold Packing Co., Wichita, Kans., slaughtered 144,096 hogs in the fiscal year ended October 31, 1897.

M. Herzog & Co., San Rafael, Cal., opened their new meat packing establishment on February 1.

Pittsburgh Provision Co., Pittsburgh, Pa., opened a branch house in Pittsburgh market with George M. Jacob as manager.

Armour and Company completed plans for the erection of a branch house at Tampa, Fla.

Meat Packing 25 Years Ago

(From The National Provisioner, Feb. 8, 1913.)

Chicago packers slaughtered 659,610 hogs in January, 1913, compared with 724,919 in the same month of 1912. Slaughter of cattle, calves and lambs also was smaller.

Annual report of the chief of the U. S. Bureau of Animal Industry showed that inspection of meat and meat food products had increased from 9 establishments in 6 cities in 1891 to 940 establishments in 259 cities in 1912.

Stocks of lard in Europe and afloat on February 1, 1913, totaled 164,624 tierces. This was an increase of 11,400 tierces over January 1 but 130,000 tierces less than on February 1, 1912.

Weil Packing Co., Little Rock, Ark., began operation of its new plant under government inspection.

"Con" Yeager increased the staff of the Pittsburgh Butchers' & Packers' Supply Co. by addition of Carl Shrimpf, formerly with Lipton's in Chicago and with Pittsburgh Provision & Packing Co.

J. A. Brady, superintendent, Swift plant, Jersey City, N. J., was made manager of the Van Wagener-Schickhouse Company at Jersey City. He was succeeded by John Boyle, Chicago.

A. H. Edwards Provision Co., East Orange, N. J., was incorporated with a capital stock of \$25,000 by H. C. Pickering, C. O. Gayer and others.

Willits & Patterson, well known Pacific Coast brokers, opened an office in Portland, Ore., under the management of I. L. Patterson. The firm was established by Mr. Willits in San Francisco in 1901 and in 1913 had offices in Seattle, Portland, Los Angeles and San Francisco.

Chicago News of Today

George Matheus, Geo. Matheus & Sons, Medford, Wis., was a visitor in Chicago last week-end.

H. J. Mayer, sr., head of H. J. Mayer & Sons Co., is on his way to Florida for his annual winter outing.

Frank A. Hunter, chairman of the board, and Frank Kohrs, director, of the Institute of American Meat Packers were among packer executives in Chicago this week in connection with meat campaign activities.

American Stockyards Association was represented at the meat campaign luncheon by A. Z. Baker, president of the Cleveland Union Stockyards Co.

Harvey G. Ellerd, vice president, Armour and Company, has been elected chairman of the executive committee of the Chicago Association of Commerce. New members of the committee, which determines the association's policies, include John Holmes, president of Swift & Company.

Paul C. Johnson, director of the Minneapolis Retail Meat Dealers' Association, president H. F. Koerble and secretary Emil Priebe of the Milwaukee Retail Meat Dealers Association, were among meat industry figures attending the "eat more meat" campaign luncheon in Chicago this week.

Charles E. Friley, president, Iowa State College of Agriculture; H. J. Gramlich, department of animal hus-



PLANES LAND IN CHICAGO STOCK YARDS FOR AIR SHOW

The International Air Show was held this week in the International Amphitheater at the Chicago stock yards, and the yards became a landing field for all but the largest planes exhibited. The ship here shown is a twin-motored Lockheed settling down on a parking area in the Yards that had been cleared as a runway.



C. D. REVERSIBLE PLATES

CAN BE USED ON TWO SIDES EQUAL TO
TWO PLATES FOR THE PRICE OF ONE!

O. K. KNIVES with changeable blades

C. D. TRIUMPH KNIVES—

all four blades in a single unit

Their superiority is an established fact. • Send for price list and circular.

THE SPECIALTY MFRS. SALES CO.

2021 Grace Street, Chicago, Illinois

AIR CONDITIONING

SAVES MONEY for PACKING PLANTS

NIAGARA Air Conditioning Fan Coolers and Spray Coolers cut costs of freezing, pre-cooling and storage in packing plant applications. Their use saves weight and value in foods because they prevent the cooling process from drying out the products. Selection of all types and sizes solves any installation requirement. In use 10 years.

Representatives in principal cities. Address inquiries to

**NIAGARA
BLOWER COMPANY**

6 E. 45th Street, New York City



LANSING SANITARY LARD TRUCK

Tray galvanized steel, reinforced around top. Top, 31x60 inches. Bottom, 24x38 inches. 16 inches deep. Handles bent into "never-slip" curves securing a safe grip. Wheels, 18 inches diameter; face 2½ inches. Adjustment of wheels to bed balanced for heavy loads. Capacity 1000 lbs. Weight, 220 lbs.



FIG. 847

LANSING COMPANY LANSING, MICHIGAN

Chicago Kansas City Minneapolis New York
San Francisco Boston Philadelphia

A COMPLETE LINE OF TRUCKS for PACKERS

F.C. ROGERS, INC.

NINTH AND NOBLE STREETS

PHILADELPHIA

BROKER PACKINGHOUSE PRODUCTS

HARRY K. LAX, General Manager

Member of New York Produce Exchange
and Philadelphia Commercial Exchange

**BEMIS
PACKERS'
SPECIALTIES**

Come to "Headquarters" for packing house textile needs. Bemis is noted for high quality, prompt service and "right" prices.

BEMIS BRO. BAG CO. • ST. LOUIS, MISSOURI

INSTANT ACCURATE WEIGHING AT A GLANCE!

HOWE WEIGHTOGRAPH

Large, Clear, Illuminated Numerals THE HOWE SCALE COMPANY RUTLAND, VERMONT
Branches in Principal Cities

Speeds Weighing
Protects Profits

OLD PLANTATION SEASONINGS Its Flavor Sells Sausage

BLENDED TO FIT YOUR PRODUCT—NATIONALLY USED
IN LEADING SAUSAGE PLANTS—SAMPLES ON REQUEST

Exclusive MANUFACTURERS

A. C. LEGG PACKING CO., Inc., BIRMINGHAM, ALA.

bandry, University of Nebraska; P. J. Olson, North Dakota Agricultural College; Robert S. Shaw, president, Michigan State College of Agriculture; H. H. Kildee, dean of agriculture, Iowa State College; W. C. Coffey, dean of agriculture department, University of Minnesota; I. B. Johnson, vice chairman, animal husbandry department, South Dakota State College of Agriculture, and H. P. Rusk, head of the department of animal husbandry, University of Illinois, were among the educators vitally interested in the livestock and meat industry who were in Chicago this week to attend the "eat more meat" campaign luncheon.

M. J. Mackin, of the E. G. James Co., Chicago provision brokers, is spending a couple of weeks with his family at Miami, Fla.

T. P. Gibbons, of the Cudahy Packing Co. hide sales department, devoted the past week to visiting Western plants of the company.

Miss Dorothy Price, only daughter of W. F. Price, vice-president and general manager, Jacob Dold Packing Co., Buffalo, N. Y., passed away on January 30, having been taken ill while visiting her father during the holidays. Born in Chicago, Miss Price was graduated from the University of Chicago and later did graduate work at Johns Hopkins University in Baltimore, George Washington University in Washington D. C., and at the University of London. She was a teacher in the Baltimore, Md., schools. As a close associate of her father Miss Price was popular in the meat packing industry in Chicago and other cities where Mr. Price has been located. This was evidenced by the outpouring of friends at funeral services held in Chicago on February 1.



HORMEL'S GENERAL MANAGER

H. H. Corey, vice-president, Geo. A. Hormel & Co., Austin, Minn., has been made general manager of the company in addition to his duties as vice-president. Here he is seen (right) returning from a plant inspection trip with one of his associates.

supply or demand but "can only read the signs and endeavor to adjust the price to the flow of livestock to market and thence to consumers."

Frederick M. Tobin, president, Rochester Packing Co., presided over a recent luncheon of the Rochester Chamber of Commerce at which representatives and officials of the restaurant association, retail meat and grocery dealers associations and chain stores were guests. He announced plans for local participation in the meat campaign and explained its purpose.

Henry Schappert, manager, Armour and Company branch, Wilkes-Barre, Pa., for many years, died recently at 75 years of age. He joined the Armour organization in 1900 and retired in 1922. He learned the butcher trade in boyhood and when only 25 years old was senior member of Lacey and Company, meat packers. He was widely traveled, hav-

Countrywide News Notes

J. Smith Hays, jr., has been appointed temporary trustee in reorganization of the Kentucky Independent Packing Co., Lexington, Ky. Plant operations were suspended January 15 and the federal district court has set February 20 for meeting of stockholders and directors to discuss reorganization plans.

Order-buying packers who bought on the Kansas City market were familiar with J. C. Swift, leading livestock commission man, who died, this week. He was president of the Swift and Henry Livestock Commission Co. and had been connected with the business in Kansas City for many years. Mr. Swift had served several terms as president of the Live Stock Exchange as well as president of the American Royal Live Stock and Horse Show.

Members of the Adair County Cattle Feeders Association were told that "the packer exercises as little control over prices as does the consumer" by William Diesing, vice president, Cudahy Packing Co., at the group's banquet at Greenfield, Ia., recently. He pointed out that the packer cannot dictate either

ing made three world cruises and visited every state.

Phil Hantover, famous sausage missionary of the Independent Casing Co., is back on the road this week after several months of forced vacation due to an automobile accident. He is his old self again and his friends are giving him a warm welcome.

G. L. Childress, general manager, Houston Packing Co., Houston, Tex., was in Washington this week attending a conference between government and business.

New York News Notes

Vice president J. D. Cooney, Wilson & Co., Chicago, was a visitor to New York last week.

Vice president George J. Stewart; Leo Nejelski, advertising department; L. R. Vear, hotel department, and A. W. Doell, dairy and poultry department, Swift & Company, Chicago, spent a few days in New York last week.

K. C. Behm, casing department, Cudahy Bros. Co., Cudahy, Wisconsin, was in New York for a few days last week.

W. L. Kleinz, wool department, Armour and Company, visited at the plant of the New York Butchers' Dressed Meat Company while in New York last week.

H. L. Corsaro, formerly sales supervisor, Kingan Provision Co., Bronx plant, visited at the company's headquarters in Indianapolis last week, where arrangements covering his transfer to new duties as supervisor of Kingan's New England car routes were completed. Mr. Corsaro will now be stationed at the Boston office of Kingan & Co.

"Eat Meat and Be Healthy" cards printed in both English and Jewish have been distributed to the various customers of the New York Butchers' Dressed Meat Company for display in their shops.

Sullivan Packing Co., Detroit, Mich., has appointed R. W. Earley, 259 West 14th st., New York, as its Eastern representative.



GETS TRIP TO BERMUDA

Winner of the H. P. Smith paper-naming contest, Miss Ruth Campbell, Cudahy Packing Co., Chicago, gets the news of her free trip to Bermuda as the prize-winner.

WINS PAPER NAMING CONTEST

The nationwide naming contest for the new "wet strength" packers' paper developed by the H. P. Smith Paper Co. was won by Miss Ruth Campbell, a secretary in the general offices of the Cudahy Packing Co., Chicago. There were 1,208 names submitted in the contest from practically every state in the union. Miss Campbell's entry—STA-TUF—appealed to the judges as adequately describing the paper, which is both absorbent and tough when wet. The judges were Oscar G. Mayer, president Oscar Mayer & Co., Paul I. Aldrich, editor THE NATIONAL PROVISIONER, and E. B. Nattemer, publisher "Meat."

PRODUCE MARKETS

BUTTER.

	Chicago.	New York.
Creamery (92 score).....	@32½	33 @33½
Creamery (90-91 score)....	30 @31	33 @33½
Creamery firsts (88-90 score).....	30½ @31	31½ @32½

EGGS.

Extra firsts.....	17 @17½
Fifths, fresh.....	16½ @17
Standards.....	17½ @18

LIVE POULTRY.

Fowls.....	12 @24	22 @27
Spring.....	23 @23½	18 @22
Broilers.....	16 @20	20 @23
Capon.....	22 @26	@31
Old Roosters.....	14 @15	@15
Stags.....	18 @18	@15
Ducks.....	12 @22	@18
Geese.....	12 @19	@16
Turkeys.....	18 @24	@30

DRESSED POULTRY.

Chickens, 17-24, frozen.....	6@20½
Chickens, 25-42, frozen.....	27½ @28½
Chickens, 43 & up, frozen.....	28 @28½
Fowls, 17-27, fresh.....	22 @24
18-30, fresh.....	25 @25½
30 and up, fresh.....	26 @26½

BUTTER AT FIVE MARKETS

Wholesale price 92 score butter for week ended Thursday, January 27, 1938:

	Jan. 21	22	24	25	26	27
Chicago.....	33	33	33	33	33	33
New York.....	33½	33½	33½	33½	33½	33½
Boston.....	34½	34½	34	34	34	34
Philadelphia.....	34½	34½	34	34	34	34
San Francisco.....	33½	33½	33½	33½	33½	33½

Wholesale prices carlots—fresh centralized—90 score at Chicago:

	32	32	32	32	32	32
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Receipts of butter by cities (lbs.—Gross Wt.):

This week.	Last week.	Since January 1, 1937.
Chicago... 2,331,602	2,438,855	13,530,760
New York... 3,330,937	3,460,342	18,128,848
Boston... 1,060,372	1,062,634	5,816,361
Phila.... 1,068,273	1,062,810	5,237,094
Total... 7,810,274	8,063,645	42,733,065

Cold storage movement (lbs.—Net Wt.):

In Jan. 27.	Out Jan. 27.	On hand Jan. 28.	Same day last year.
Chicago... 36,920	223,775	10,714,181	9,263,322
New York... 32,526	60,833	2,267,391	7,725,561
Boston.... 5,494	590,837	7,27,011	529,414
Phila.... 33,060	18,960	63,124	529,414
Total... 102,506	323,082	13,637,533	18,245,308

NEWS OF THE RETAILERS

A. Stephenson has reopened meat market at 5751 Broadway, Oakland, Cal.

Indice Butcher Shop has been opened at 733 Portland Ave., San Francisco, Cal.

Frank Hagenbaugh will open meat market at Onalaska, Wis., installing all new equipment.

Service Meat Market, Hayward, Wis., has been opened by Art Hanson.

Fire partially destroyed Sanitary Market, Elk Point, S. D., owned by Wm. Radke.

All modern equipment has been installed in Alton Hotvedt's meat market, Decorah, Ia.

Forest and Floyd Kimble, Manhattan, Kas., have opened new meat market and grocery store.

Erv Utech will open meat market at Sturgeon Bay, Wis.

Kroger Grocery and Baking Co., Fond du Lac, Wis., have opened self-service grocery and meat market.

Pioneer Market, Arcata, Cal., has been purchased by J. Worthen and Don Yendes.

WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on Feb. 3, 1938.

Fresh Beef:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS, Choice:				
400-500 lbs. ¹	\$12.50 @14.00	\$	\$12.50 @13.50	\$
500-600 lbs.	12.50 @14.00	12.50 @13.50	13.00 @14.00	13.00 @14.50
600-700 lbs.	13.00 @14.50	13.00 @14.00	13.00 @14.00	13.00 @14.50
700-800 lbs.	13.00 @14.50	13.00 @14.00	13.00 @14.00	13.00 @14.50

STEERS, Good:

400-500 lbs. ¹	11.50 @12.50	.....	11.50 @12.50	.....
500-600 lbs.	11.50 @12.50	.....	11.50 @12.50	12.00 @13.00
600-700 lbs.	12.00 @13.00	12.00 @13.00	12.00 @13.00	12.00 @13.00
700-800 lbs.	12.00 @13.00	12.00 @13.00	12.00 @13.00	12.00 @13.00

STEERS, Medium:

400-600 lbs. ¹	11.00 @11.50	.....	11.00 @11.50	11.50 @12.00
600-700 lbs.	11.50 @12.00	11.00 @12.00	11.00 @12.00	11.50 @12.00

STEERS, Common:

400-600 lbs.	10.50 @11.00	10.50 @11.00	11.00 @11.50
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COWS (all weights):

Choice.....	16.00 @17.00	18.00 @19.00	18.00 @20.00	19.00 @20.00
Good.....	15.00 @16.00	16.00 @18.00	16.00 @18.00	17.00 @19.00
Medium.....	14.00 @15.00	14.50 @16.00	14.00 @16.00	15.00 @17.00
Common (plain).....	11.50 @14.00	13.00 @14.50	12.50 @14.00	13.00 @15.00

Fresh Veal and Calf:

VEAL (all weights) ² :				
Choice.....	16.00 @17.00	18.00 @19.00	18.00 @20.00	19.00 @20.00
Good.....	15.00 @16.00	16.00 @18.00	16.00 @18.00	17.00 @19.00
Medium.....	14.00 @15.00	14.50 @16.00	14.00 @16.00	15.00 @17.00
Common (plain).....	11.50 @14.00	13.00 @14.50	12.50 @14.00	13.00 @15.00

CALF (all weights)²:

Choice.....	13.00 @14.50	14.50 @15.00	14.00 @16.00	14.00 @16.00
Good.....	12.00 @13.00	12.50 @13.50	13.00 @14.00	13.00 @14.00
Medium.....	11.50 @13.00	12.00 @13.00	12.00 @13.00	12.00 @13.00

Fresh Lamb and Mutton:

LAMB, Choice:				
38 lbs. down.....	14.00 @15.00	15.00 @16.00	15.00 @16.00	16.00 @17.00
39-45 lbs.	13.50 @14.50	14.50 @15.50	14.00 @15.00	15.00 @16.00
46-55 lbs.	13.00 @14.00	13.50 @14.50	12.50 @14.00	14.50 @15.00

LAMB, Good:

38 lbs. down.....	13.00 @14.00	14.50 @15.50	14.00 @15.00	15.00 @16.00
39-45 lbs.	12.50 @13.50	13.00 @14.50	12.50 @14.00	14.00 @15.00
46-55 lbs.	11.50 @13.00	12.00 @13.00	12.00 @13.00	14.00 @14.50

LAMB, Medium:

All weights.....	12.00 @13.00	13.00 @14.00	13.50 @14.50	14.00 @15.00
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LAMB, Common:

All weights.....	11.50 @12.50	12.50 @13.50	12.50 @13.50
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MUTTON, Ewe:

Good.....	8.00 @ 9.00	9.00 @ 10.00	8.00 @ 9.00	9.00 @ 10.00
Medium.....	7.00 @ 8.00	8.00 @ 9.00	7.00 @ 8.00	8.00 @ 9.00
Common (plain).....	6.00 @ 7.00	7.00 @ 8.00	6.50 @ 7.00	7.00 @ 8.00

Fresh Pork Cuts:

LOINS:				
8-10 lbs.	14.50 @ 15.50	15.00 @ 16.00	15.00 @ 16.00	15.00 @ 16.50
10-12 lbs.	13.50 @ 14.50	14.50 @ 15.50	14.50 @ 15.50	14.50 @ 16.00
12-15 lbs.	12.50 @ 13.50	13.50 @ 14.50	13.50 @ 14.50	13.50 @ 14.50

SHOULDERS, Skinned N. Y. Style:

8-12 lbs.	12.50 @ 13.50	13.50 @ 14.50	13.50 @ 15.00
6-8 lbs.	13.50 @ 14.00

PICNICS:

6-8 lbs.	13.50 @ 14.00
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BUTTS, Boston Style:

4-8 lbs.	14.00 @ 15.50	15.00 @ 16.00	16.00 @ 17.0

CANNING EXHIBITS

(Continued from page 16.)

Huffman, vice president S. J. Steele and a large force of sales executives and salesmen from its various branches.

CRANE CO.—This company featured its interesting line of 18-8 stainless steel fittings for every canning purpose. Many of the firm's regular line of fittings and specialties also were shown. Edmund Burke and W. F. Lahl were in charge of the exhibit.

DIAMOND CRYSTAL SALT CO.—Barrels and consumer packages of this company's products were attractively shown. The booth was popular with canners seeking information on seasoning problems. Company representatives present included Phil Green, C. C. Van Dyne, Joe Conklin, L. M. Fitzhugh, Walter Picotte, Fred Eckhardt, E. F. Jogerst and C. A. Owen.

FOXBORO CO.—Essential equipment in every canning department—indicating and recording thermometers and temperature control devices—was displayed by this firm in its booth, in Machinery Hall. Canners seeking information on processing and temperature control problems provided a busy week for company representatives in attendance.

GRIFFITH LABORATORIES.—Electric grills, in which various foods prepared with the company's seasonings were heated for serving, enabling canners to judge for themselves the flavor appeal in the Griffith line. This year the company featured its new cream sauce product—four vegetables, one meat food and one fish food prepared with the sauce being served. In addition to its many seasonings the company also displayed Prague salt, soup thickeners, etc. Large photographs of the Griffith plant and laboratories formed the background of the display. In attendance were president E. L. Griffith, vice presidents F. W. Griffith and M. C. Phillips, S. L. Komarik and R. R. Dyer.

HEEKIN CAN CO.—This company displayed none of its products, but did have a social booth which was a popular place for those seeking a rest. A considerable force of company representatives were present to greet visitors.

LINK-BELT CO.—In addition to many enlarged photographs showing Link-Belt equipment in use in canning plants, there was displayed power transmission equipment, including a motorized speed reducer, and samples of numerous types of chains and conveyors used in material handling. The display was in charge of H. D. Alexander.

OWENS ILLINOIS GLASS CO.—This company, large producers of glass containers of all kinds and glass building blocks which are becoming so popular as a construction material for meat packing plants, had a particularly attractive display of the latter. Lights of various colors behind the blocks provided a very attractive effect. A number of unusual products made of glass, such as fabrics, ropes, twines, etc., were

shown, as were a variety of glass containers for food products. Present were F. A. Prahl, F. L. Raideron, J. Fedosky, D. P. Wright, W. Miles Ryan, J. Duncan, jr., F. W. Ronesbauer, W. J. Glasscoff, jr., King Weeman, jr., S. C. Robinson, J. J. Harris, C. G. Prahl, S. E. Butler, N. W. Towse and C. B. Raideron.

REPUBLIC STEEL CORP.—Featured among the equipment and utensils in this company's display was a steam-jacketed, welded kettle of 18-8 stainless steel. Many other items to illustrate the wide range of uses for stainless steel in the canning plant also were shown. Frank C. Miller, Paul W. Hubbard, J. B. DeWolff and Harold Blair were in attendance.

WM. J. STANGE CO.—A great variety of food products packed in glass and tin, including fruits and vegetables, soups, pigs' feet, sausage, tongue, tamales, spiced ham, potted meats, frankfurters, etc.—in all of which Peacock brand certified colors or dry essence of natural spices, or both, were used—was displayed. These popular colors and seasonings also were shown in glass display jars and packages. Members of the executive, technical and sales staffs of the company in attendance at the display included Wm. J. Stange, W. B. Durling, Emil Cassady, Aladar Fonyo, Joe W. Graf, J. B. McKeane, Ray F. Beerend, Irving Zeiler, T. L. Allen, H. A. Wedin, H. A. Hughes, Frank M. Hartigan, V. E. Berry and R. H. Heyer.

C. J. TAGLIABUE & CO.—Recording thermometers, recording pressure gauges, indicating and non-indicating controllers for temperature and pressure, steam operated controllers, self-operated controllers, steam traps, dial-indicating thermometers and resistance thermometers—all embodying latest developments in construction and design—were shown in the Tag booth. E. D. Wacker, general manager of the Western division, was in charge.

TAYLOR INSTRUMENT COMPANIES.—Indicating and recording thermometers and automatic control instruments used in canning operations were shown. Industrial thermometers with Binoc tubing were featured. Company representatives were F. K. Taylor, N. C. Schmid, D. G. Dunbar, F. S. Ward.

WORCESTER SALT CO.—Salt for canning purposes in barrels and in open displays for examination featured the display of this company. P. O. Hunter, A. F. W. St. John, H. D. Gilbert, Norman Salvrud, John J. Spain, and E. H. Pendleton were in attendance.

YALE & TOWNE MFG. CO.—Mechanical handling equipment, skids, lift trucks and an electric tractor were included in the display of this company. Photographs showing Yale & Towne handling equipment in use in industrial plants formed the background of the display. Carl Moeller, Daniel Eshom, George Hoyes and Neal Leary were company representatives in attendance.



Manufactured under the following patents:
No. 1,690,449 dated Nov. 6, 1928, and
No. 1,921,231 dated Aug. 8, 1933.
Other Patents Pending.

**Here's a
REAL COOKER**

that assures uniform product!

The JOURDAN PROCESS COOKER actually reduces the cost of sausage cooking, yet, consistently produces a uniformly better product! Broken, burst or tangled sausage is absolutely eliminated. Product is clean, bright and attractive . . . no streaks or grease spots! Color can be applied at same time sausage is being cooked, with great savings!

Write for complete details!

JOURDAN PROCESS COOKER
Jourdan Process Cooker Co., 814-32 W. 20th St., Chicago, Ill.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS

Carcass Beef

	Week ended	Per week,
Prime native steers—	Feb. 2, 1938.	1937.
400-600	15	15½
600-800	15	15½
800-1000	15	15½
Good native steers—		
400-600	12½	13½
600-800	12½	13½
800-1000	12½	13½
Medium steers—		
400-600	11½	12
600-800	12	12½
800-1000	12½	13
Helfers, good, 400-600	11½	12½
Cows, 400-600	10	11
Hind quarters, choice...	6½	7
For quarters, choice...	10½	11

Beef Cuts

Steer loins, prime.....	85	80
Steer loins, No. 1.....	28	28
Steer loins, No. 2.....	21	31
Steer short loins, prime.....	51	60
Steer short loins, No. 1.....	41	51
Steer short loins, No. 2.....	27	40
Steer loin ends (hips).....	18	25
Steer loin ends, No. 2.....	18	25
Cow short loins.....	17	18
Cow short loins.....	21	21
Cow loin ends (hips).....	14	15
Steer ribs, prime.....	24	28
Steer ribs, No. 1.....	20	26
Steer ribs, No. 2.....	17	22
Cow ribs, No. 2.....	14	12
Cow ribs, No. 3.....	12	12
Steer rounds, prime.....	14	14
Steer rounds, No. 1.....	3½	16½
Steer rounds, No. 2.....	11	15½
Steer chuck, prime.....	11	13½
Steer chuck, No. 1.....	11	13
Steer chuck, No. 2.....	10½	12
Cow rounds.....	12	12
Cow chucka.....	10	10½
Steer plates.....	9 9/16	11
Medium plates.....	9 9/16	11
Breast meat, No. 1.....	15	15½
Steer navels, ends.....	7½	9
Cow navel ends.....	6½	7½
Foie shanks.....	9 9/16	9
Hind shanks.....	8	6
Steer loins, No. 1, bns.....	35	62
Steer loins, No. 2.....	35	57
Steer loins, No. 1.....	23	30
Steer loins, No. 2.....	19	22
Beef tenderloins, No. 1.....	60	65
Beef tenderloins, No. 2.....	60	60
Rump butts.....	14	11
Flank steaks.....	16	22
Shoulder clods.....	15½	11½
Hanging tenderloins.....	15	16
Insides, green, 6@8 lbs.....	17½	12
Outsides, green, 5@6 lbs.....	15½	11½
Knuckles, green, 5@6 lbs.....	16½	11½

Beef Products

Brains (per lb.).....	9	8
Hearts.....	11	10
Tongues.....	19	18
Sweetbreads.....	21	18
Oxtail, per lb.....	12	10
Fresh tripe, plain.....	9	9
Fresh tripe, H. C.....	11½	11½
Livers.....	20	20
Kidneys, per lb.....	9	10

Veal

Choice carcass.....	18	14
Good carcass.....	16	12
Good saddles.....	22	19
Good racks.....	15	12
Medium racks.....	8	9

Veal Products

Brains, each.....	11	11½
Sweetbreads.....	38	38
Calf livers.....	38	50

Lamb

Choice lambs.....	16	16
Medium lambs.....	15	13
Choice saddles.....	18	18
Medium saddles.....	18	16
Choice fore.....	16	12
Medium fore.....	14	11
Lamb fries, per lb.....	30	30
Lamb tongues, per lb.....	15	15
Lamb kidneys, per lb.....	20	20

Mutton

Heavy sheep.....	8	7
Light sheep.....	10	10
Heavy saddles.....	9	9
Light saddles.....	12	12
Heavy fore.....	7	5
Light fore.....	8	6
Mutton legs.....	14	13
Mutton loins.....	12	8
Mutton stew.....	7	5
Sheep tongues, per lb.....	12%	12%
Sheep heads, each.....	10	10

Fresh Pork and Pork Products

Pork loins, 8@10 lbs. av.....	12½	20
Picnics.....	12½	14
Skinned shoulders.....	13	16
Tenderloins.....	30	32
Spare ribs.....	11	14
Rack fat.....	10	13
Boston butts, cellar.....	15	19
Buttless butts, cellar		
Trim, 2@4		
Hock.....	10	25
Tails.....	11	12
Neck bones.....	4	4½
Slip bones.....	11	13
Pigs' feet.....	5½	5
Kidneys, per lb.....	9	9
Livers.....	7	8
Brain.....	6	8
Ears.....	6	6
Snouts.....	9	8
Heads.....	7½	8
Chitterlings.....	7	5½

DRY SALT MEATS

Clear bellies, 14@16 lbs.....	11½	11½
Clear bellies, 18@20 lbs.....	11½	11½
Rib bellies, 25@30 lbs.....	11½	11½
Flat backs, 14@16 lbs.....	7½	7½
Fat backs, 14@16 lbs.....	9½	9½
Regular plates.....	8½	8½
Jowlis butts.....	7½	7½

WHOLESALE SMOKED MEATS

Fancy reg. hams, 14@16 lbs., parchment paper.....	22½	23½
Fancy skd. hams, 14@16 lbs., parchment paper.....	23	24
Standard reg. hams, 14@16 lbs., plain.....	20	21
Picnics, 4@8 lbs., short shanks, plain.....	18½	19½
Picnics, 4@8 lbs., long shanks, plain.....	17	18
Fancy bacon, 6@8 lbs., parchment paper.....	29	30
Standard bacon, 6@8 lbs., plain.....	24½	25½
No. 1 beef sets, smoked		
Insides, 8@12 lbs.....	33	34
Outsides, 5@9 lbs.....	28½	29½
Knuckles, 5@9 lbs.....	20	20
Cooked ham, chub, skin on, fatted.....	33½	34½
Cooked ham, choice, skin on, fatted.....	36½	37½
Cooked picnics, skin on, fatted.....	25½	26
Cooked picnics, skinned, fatted.....	26½	27

BARRELED PORK AND BEEF

Clear fat back pork, 70-80 pieces.....	\$19.00
80-100 pieces.....	16.00
100-125 pieces.....	15.50
Lean pork.....	22.00
Brisket pork.....	20.00
Cheek pork, 25-35 pieces.....	16.50
Plate beef.....	21.50
Extra plate beef.....	22.50

VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbls.....	\$16.75
Lamb tongue, short cut, 200-lb. bbl.....	65.00
Regular tripe, 200-lb. bbl.....	16.50
Honeycomb tripe, 200-lb. bbl.....	26.00
Pocket honeycomb tripe, 200-lb. bbl.....	27.00

LARD

Prime steam, cash, Bd. Trade.....	8.30n
Prime steam, loose, Bd. Trade.....	7.85n
Refined lard, tierces, f.o.b. Chgo.....	10½
Refined rend., tierces, f.o.b. Chgo.....	11½
Lard, kettle rendered, tierces, f.o.b. Chicago.....	11½
Neutral tierces, f.o.b. Chicago.....	11½
Compound, veg. tierces, c.a.f.	10

OLEO OIL AND STEARINE

Extra oleo oil.....	9	9½
Prime No. 2 oleo oil.....	8	8½
Prime oleo stearine, edible.....	7	7½

VEGETABLE OILS

Crude cottonseed oil, in tanks, f.o.b. Valley points, prompt.....	6½	6½
White deodorized, in bbls., f.o.b. Chgo.....	9½	9½
Yellow, deodorized.....	9½	9½
Soap stock, 50% f.f.a., f.o.b. mills.....	1½	1½
Soybean oil, f.o.b. mills.....	5½	6
Corn oil, in tanks, f.o.b. mills.....	7½	7½
Coconut oil, sellers tanks, f.o.b. coast.....	3½	3½
Refined in bbls., f.o.b. Chicago.....	9	9

OLEOMARGARINE

(F. O. B. CHICAGO.)

White domestic vegetable margarine....	15
White animal fat margarine, in 1 lb. cartons.....	14½
Puff paste (water churned).....	12
(milk churned).....	13

DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. carton.....	22
Country style sausage, fresh in link.....	13½
Country style sausage, fresh in bulk.....	20½
Frankfurters, in sheep casings.....	23%
Frankfurters, in hog casings.....	20%
Bologna in beef bungs, choice.....	17
Bologna in beef middles, choice.....	17
Liver sausage in beef rounds.....	17½
Liver sausage in hog bungs.....	18
Smoked liver sausage in hog bungs.....	21
Head cheese.....	15
New England luncheon specialty.....	21
Minced luncheon specialty, choice.....	17
Tongue sausage.....	29
Blood sausage.....	18½
Souse.....	19
Polish sausage.....	22

DRY SAUSAGE

Cervelat, choice, in hog bungs.....	39
Thuringer cervelat.....	20½
Farmer.....	27
Horned.....	24
B. C. salami, choice.....	36
Milano, salami, choice, in hog bungs.....	36
B. C. salami, new condition.....	20½
Friases, choice, in hog middles.....	32
Geno style salami, choice.....	42
Pepperoni.....	30
Mortadella, new condition.....	18½
Capicola.....	44
Italian style hams.....	35
Virginia hams.....	44

SAUSAGE IN OIL

Bologna style sausage, in beef rounds—	
Small tins, 2 to crate.....	4.00
Frankfurter style sausage, in sheep casings—	
Small tins, 2 to crate.....	7.50
Smoked link sausage, in hog casings—	
Small tins, 2 to crate.....	6.75

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Vogt's Liberty Bell Brand
 Hams—Bacon—Sausages—Lard—Scrapple
 F. G. VOGT & SONS, INC.—PHILADELPHIA, PA.

Chicago Markets

(Continued from page 52.)

SPICES

	Whole.	Ground.
	Per lb.	Per lb.
Allspice, Prime	16 1/2	18
Reasited	17	18 1/2
Chili Pepper, Fancy	..	21
Chili Powder, Fancy	..	20
Cloves, Amboyna	27	31
Madagascar	18 1/2	22
Zanzibar	19 1/2	23
Ginger, Jamaica	18 1/2	20
African	17	18
Mac's Fancy Banda	65	70
E. L. & W. I. Blend	60	65
Mustard Flour, Fancy	..	60
No. 1	15	22 1/2
Nutmeg, Fancy Banda	..	26
East India	22	25
E. I. & W. I. Blend	19	24
Paprika, Extra Fancy	28 1/2	28
Fancy	28	24
Hungarian, Fancy	24	26 1/2
Pepino Sweet Red Pepper	25 1/2	25 1/2
Pimentox (220-lb. bbls.)	25 1/2	25 1/2
Pepper, Cayenne	25	26
Red Pepper, No. 1	22	24
Pepper, Black Aleppy	10	11 1/2
Black Lampoon	6 1/2	8
Black Tellicherry	10	11 1/2
White Java Munton	11	12 1/2
White Singapore	10 1/2	12
White Packers	..	11 1/2

SEEDS AND HERBS

	Ground	for	Whole, Sausage.
Cinnamon Seed	..	..	..
Celery Seed, French	19	23	11 1/2
Cominos Seed	11 1/2	14	..
Coriander Morocco Bleached	10	..	..
Coriander Morocco Natural No. 1	8 1/2	10 1/2	..
Mustard Seed, Cal. Yellow	9 1/2	12 1/2	..
American	8 1/2	11 1/2	..
Marjoram, French	20	23	..
Oregano	15	18	..
Sage, Dalmatian Fancy	8 1/2	10	..
Dalmatian No. 1	8	9 1/2	..

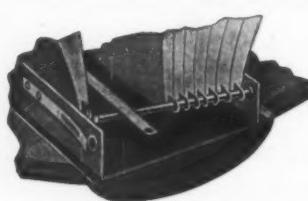
SAUSAGE CASINGS

(F. O. B. CHICAGO.)
(Prices quoted to manufacturers of sausage.)

Beef casings:	
Domestic rounds, 180 pack	@ 17
Domestic rounds, 140 pack	@ 27
Export rounds, wide	@ 36
Export rounds, medium	@ 22
Export rounds, narrow	@ 38
No. 1 rounds	@ 6
No. 2 wensands	@ 63
No. 1 bungs	@ 12
No. 2 bungs	@ 11
Middles, regular	@ 36
Middles, select, wide, 2 1/2 in.	@ 45
Middles, select, extra wide, 2 1/2 in. and over	@ 80

Dried bladders:	
12-15 in. wide, flat	.65
10-12 in. wide, flat	.55
8-10 in. wide, flat	.35
6-8 in. wide, flat	.25

Hog casings:	
Narrow, per 100 yds.	2.30
Narrow, special per 100 yds.	2.20
Medium, regular	1.85
English medium	1.65
Wide, per 100 yds.	1.50
Extra wide, per 100 yds.	1.15
Export bungs	.27
Large prime bungs	.21
Medium prime bungs	.14
Small prime bungs	.11
Middles, per set	.18
Stomachs	.09



No key, nothing to unscrew. Just slip them in place and they stay there until you want to take them out, and that is just as easy.

NEW YORK MARKET PRICES

LIVE CATTLE

	\$	Q	lb.
Steers, good	8.50	@	8.75
Steers, medium to good	8.50	@	8.00
Steers, medium	5.50	@	6.00
Cows, common and medium	4.25	@	5.50
Cows, low cutter to cutter	4.25	@	7.00
Bulls, sausage	5.00	@	6.75
Bulls, cutter to medium	5.00	@	6.75

LIVE CALVES

	\$	lb.
Venlers, good and choice	\$12.50	@ 13.50
Venlers, medium	10.00	@ 12.00
Venlers, cull and common	6.00	@ 9.50
Calves, medium to good	..	@ 8.25

LIVE HOGS

	\$	lb.
Hogs, good to choice, 150-200-lb.	\$8	@ 8.95

LIVE LAMBS

	\$	lb.
Lambs, medium to good, 70-lb.	\$8	@ 8.50
Lambs, medium	8.00	@ 8.25
Lambs, cull and common	6.00	@ 7.00

DRESSED BEEF

City Dressed.

	\$	lb.
Choice, native, heavy	17	@ 19
Choice, native, light	16	@ 18
Native, common to fair	13	@ 15

Western Dressed Beef.

	\$	lb.
Native steers, 900@800 lbs.	14	@ 17
Native veal yearlings, 440@600 lbs.	16	@ 16
Good to choice heifers	12	@ 14
Good to choice cows	9	@ 10
Common to fair cows	9	@ 10
Fresh bologna bulls	11 1/2	@ 12 1/2

BEEF CUTS

Western.

City.

	\$	lb.
No. 1 ribs	24	@ 28
No. 2 ribs	19	@ 22
No. 3 ribs	16	@ 18
No. 1 loins	40	@ 48
No. 2 loins	30	@ 40
No. 3 loins	20	@ 25
No. 1 hinds and ribs	17	@ 20
No. 2 hinds and ribs	15	@ 17
No. 1 rounds	18	@ 15
No. 2 rounds	12	@ 18
No. 3 rounds	11	@ 12
No. 1 chuck	19	@ 14
No. 2 chuck	12	@ 13
No. 3 chuck	11	@ 12
Bolognas	11 1/2	@ 12 1/2
Rolls, reg. 6@8 lbs. av.	25	@ 25
Tenderloins, 4@6 lbs. av.	18	@ 20
Tenderloins, 5@6 lbs. av.	50	@ 60
Shoulder clods	50	@ 60

DRESSED VEAL

	\$	lb.
Good	18	@ 19
Medium	17	@ 18
Common	16	@ 17
Sheep, spring prime	16	@ 17
Lambs, spring, good	15	@ 16
Lambs, 38 lbs. down	14 1/2	@ 15
Sheep, good	8	@ 10
Sheep, medium	6	@ 8

DRESSED SHEEP AND LAMBS

	\$	lb.
Lambs, spring, prime	16	@ 17
Lambs, spring, good	15	@ 16
Lambs, 38 lbs. down	14 1/2	@ 15
Sheep, good	8	@ 10
Sheep, medium	6	@ 8

DRESSED HOGS

	\$	lb.
Hogs, good and choice (90-140 lbs.)	\$13.50	@ 14.25

FRESH PORK CUTS

Pork loins, fresh, Western, 10@12 lbs.	..	@ 17
Pork tenderloins, fresh	..	@ 31
Pork tenderloins, frozen	..	@ 33
Shoulders, Western, 10@12 lbs. av.	..	@ 14
Butts, boned, Western	..	@ 27
Butts, regular, Western	..	@ 17
Hams, Western, fresh, 6@8 lbs. av.	..	@ 21
Picnic hams, West., 6@8 lbs. av.	..	@ 15
Pork trimmings, extra lean	..	@ 18
Pork trimmings, regular 50% lean	..	@ 10
Spareribs	..	@ 14

SMOKED MEATS

Regular hams, 8@10 lbs. av.	26	@ 27
Regular hams, 12@14 lbs. av.	25	@ 26
Regular hams, 16@18 lbs. av.	23 1/2	@ 24
Skinned hams, 12@14 lbs. av.	25	@ 25
Skinned hams, 16@18 lbs. av.	23	@ 24
Skinned hams, 18@20 lbs. av.	22	@ 23
Picnics, 4@6 lbs. av.	18 1/2	@ 19 1/2
Picnics, 6@8 lbs. av.	17 1/2	@ 18 1/2
City pickled bellies, 8@12 lbs. av.	21	@ 22
Bacon, boneless, Western	29	@ 30
Bacon, boneless, city	28	@ 29
Roullettes, 8@10 lbs. av.	22	@ 23
Beef tongue, light	28	@ 28
Beef tongue, heavy	24	@ 24

GREEN CALFSKINS

Shop Fat	..	1.75 per cwt.
Breast Fat	..	2.50 per cwt.
Eddible Suet	..	4.00 per cwt.
Inedible Suet	..	3.00 per cwt.
Prime No. 1 veals, 13	1.90	.95 2.15
Prime No. 2 veals, 12	1.70	1.75 1.80 1.85
Buttermilk No. 1, 10	1.60	1.65 1.70
Buttermilk No. 2, 9	1.45	1.50 1.55
Branded grub, 7	.80	.90 .95 1.00
Number 3	7	.80 .90 .95 1.00

BONES AND HOOFs

		Per ton.
Round shins, heavy, delivered basis	..	\$70.00@65.00
Light, delivered basis	..	60.00@65.00
Flat shins, heavy, delivered basis	..	60.00@65.00
Light, delivered basis	..	55.00@65.00
Thighs, blades and buttocks	..	62.50@65.00
White hoofs	..	65.00@65.00
Black and striped hoofs	..	64.00@65.00

COOPERAGE

(Prices at Chicago)

Ash pork barrels, black hoops	..	\$1.62 1/2 @ 1.65
Ash pork barrels, galv. hoops	..	1.72 1/2 @ 1.75
Oak pork barrels, black hoops	..	1.62 1/2 @ 1.65
Oak barrels, galv. hoops	..	1.72 1/2 @ 1.75
White oak ham tierces	..	2.42 1/2 @ 2.45
Red oak lard tierces	..	2.12 1/2 @ 2.15
White oak lard tierces	..	2.22 1/2 @ 2.25

A COMPLETE VOLUME

of 26 issues of The National Provisioner can be easily kept for future reference to an item of trade information or some valuable trade statistics by putting them in our</p

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Main Plant, Indianapolis

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 HUMAN SKILL
 combine to give
 Superb Quality
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Try a Case Today

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 The H. H. MEYER PACKING CO.
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Position Wanted

Packinghouse & Provision Man

Gentle, thoroughly experienced with better than usual acquaintance among provision manufacturers, boiling ham users, wholesale and large retail dealers in Metropolitan area including New Jersey, wishes to represent reputable out of town packinghouse. High class reference. W-124, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Packer Sales Executive

Sales executive with broad experience in both large and small packer organizations desires connection. Experienced in packer representation in Chicago area and well acquainted with the trade. Open for either Chicago or outside connection. W-122, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Superintendent

Available now, practical superintendent with many years' experience in large and small plants. Produce quality products and increase yields at minimum cost. Expert in major departments. Modern cures, animal consumer-tested formulas. Qualified, capable, proven ability. Best references. W-123, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Salesman

Aggressive, experienced in modern methods of merchandising all types canned meats, chicken specialties and meats in glaze and soups. Open for eastern or western connection, contacting chains, meat and grocery jobbing and private label accounts, super market, hotel, institution and dining car trade. References and bond. W-125, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Salesman for Fresh Cuts

Up-to-date, experienced man open for connection with hotel supply house acquainted with New York cuts, fresh and chilled poultry, and frozen vegetables. Can furnish references and bond. Will go anywhere. W-126, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Sausagemaker

Experienced sausagemaker will consider small proposition at moderate starting salary. Capable turning out complete line of sausage products, loaves, specialties, fancy cured meats, etc. Knows how to get results. Go anywhere, but prefer western states or Pacific Coast. J. A. P. 7000 Denver Ave., Los Angeles, Calif.

Beef Salesman

Beef and car route salesman with 16 years' experience, both small and large packers, wishes connection. Finest references. Will go anywhere. W-117, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.



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Men Wanted

Foreman, Ham Canning

Wanted, foreman thoroughly experienced in ham canning. W-120, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Smoked Meat Foreman

Wanted, smoked meat foreman for midwestern plant. Good opportunity. W-119, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

Foreman, Casing Sewing

Wanted, foreman to operate casing sewing department. State experience. W-118, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

Working Sausage Foreman

Wanted for small packing plant in the East, experienced sausagemaker to supervise and work with the men. Reference required. W-127, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Miscellaneous

German Sausage Book

German sausage makers' newest book on sausagemaking, spices, meat curing and all there is to know about meats. This book is imported from the Bavarian Meat School, Landshut, Germany. Printed in German. For information, write to H. Polzmacher, Pottsville, Pa.

Biochemical Investigations

Bacteriological and biochemical investigations related to meats and meat products. Lyons Research Laboratories, 204 S. Wisner St., Jackson, Michigan. D. C. Lyons, Ph. D., Dir.

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Equipment for Sale

Used Packinghouse Equipment

For sale, 24-ton Frick ice machine with steam engine. Brownell boiler, Gem City boiler, lard balance scale, cattle scale, track scales, pumps, lard cooking tank, blowers, tallow tanks, other items. For list and full particulars write to Geo. H. Alten, P. O. Box 426, Lancaster, Ohio.

M & M Hog

For sale, one CRE Mitts & Merrill hog, No. 15, with 28-in. hopper, driven by 100 h.p. motor, suitable for grinding cracklings, tankages, shop fat and bones, etc. Machine in good condition and priced right. FS-941, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Harrington Lard Fillers

For sale, 3 Harrington lard filling units; one 1-lb. size, one 4-lb., 8-lb. size, and one for larger packages. FS-907, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Curing Vats

We have for sale 200 standard curing vats 1500-lbs. capacity, in perfect condition. Address The E. Kahn's Sons Co., Stock Yards, Cincinnati, Ohio.

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A carpenter couldn't build a house without tools, a mechanic couldn't repair your car without other tools; you can't operate at maximum efficiency without some of the equipment, supplies and services of the companies included in this list. For these organi-

zations are the suppliers of your working tools; concerns which have spent years in developing the best kinds available. Study their advertisements when they appear to see if new tools wouldn't help you. It will be worth your time.



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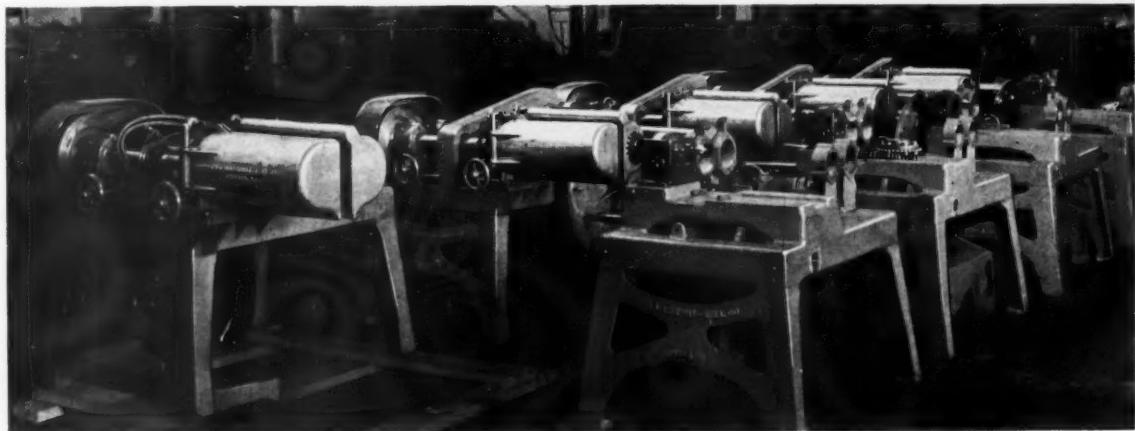
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